

Способы связаться

maavvakumov@gmail.com

www.linkedin.com/in/mark-avvakumov-652900264 (LinkedIn)

Основные навыки

Jest

React.js

JavaScript

Certifications

Learn JavaScript: Error Handling Course

Learn JavaScript: Classes and Modules Course

Learn Intermediate JavaScript Course

Learn React Course

Learn React: Introduction Course

Mark Avvakumov

Sales Manager – AMT Group

Ko Samui, Сураттхани, Таиланд

Общие сведения

Former Sales Manager with a keen interest in Javascript, I am eager to pursue a career in programming and make the most of my technical skills. Bringing organizational skills and adaptability to the table.

Опыт работы

AMT Group

Sales Manager

апреля 2017 - апреля 2022 (5 лет 1 месяц)

Москва, Москва, Россия

The full sales cycle related to IT equipment, technical support, and services, interaction with existing customers and vendors, document management, and project management from presale to completion.

- > Established and strengthen business relationships with more than 10 multinational companies and closed deals with a total amount \$4.5M;
- > Provided account and project management support for several integration projects (implementation of LAN/WAN infrastructure for AT&T, Shell, British Telecom, Danone, Volkswagen, Auchan, Coty, FM Logistic, Air Liquide, and others);
- > Improved relationships with vendors and international integrators which resulted in an additional \$800K funnel

Atos IT Solutions and Services A/S

Purchasing Department Specialist

ноября 2012 - июня 2014 (1 год 8 месяцев)

Москва, Москва, Россия

Manage full cycle purchase of server equipment, software, and services for resale and internal use. Handle documentation, monitor payments, maintain records, and prepare interim/final reports.

- > Reached 10% increased average cost efficiency by negotiating with suppliers - vendors and partners;
- > Decreased lease & rental expenses by 15% by optimization of workspaces;

ALENIR Leasing

Sales Manager

декабря 2011 - ноября 2012 (1 год)

Москва, Москва, Россия

Analyze market prices, monitor and select suppliers, participate in tenders; collect and analyze client financial information; negotiate, prepare commercial proposals, structure deals, conclude contracts, and accept and deliver leased assets.

> Developed strong relationships with 5+ channel partners;

> Closed deals with a total amount of \$300K

> Diploma practice

Banque Societe Generale Vostok

Intern

мая 2010 - сентября 2010 (5 месяцев)

Москва, Москва, Россия

> Internship in corporate customers division.

Manage client database in the internal CRM system; prepare and process bank account opening documents; compile client legal profiles; generate account statements for federal tax service; handle both external and internal communications.

Образование

Financial University under the Government of the Russian Federation

Master's degree, Economics · (июля 2007 - июля 2012)