



CONTACT



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Open to relocation across the EU |
Based in Sweden | Valid residence
permit until June 16 2025, work visa
required afterwards

EDUCATION

2022-2024

UNIVERSITY OF GOTHENBURG

- Master of Science with a major in
Global Studies
- Proficiency course on **project
management and evaluation**

2017-2022

MOSCOW STATE UNIVERSITY

- Bachelor of **International
Relations**

SKILLS

Business & Communication

- B2C and B2B sales, Business
Development, Cross-functional
Collaboration, KPIs & Performance
Metrics

Research & Analysis

- Market & Competitor Research,
Quantitative & Qualitative Analysis,
Policy Analysis

Tech & Tools

- Microsoft Office , CRM Tools , Google
Workspace, Social Media Tools

LANGUAGES

- English (**C1** - Fluent) + **IELTS**
- French (**B1** - Intermediate)
- Swedish (**B1** - Intermediate)
- Russian (**C2** - Native)

MAXIM IVANOV

Business Development & Sales | Business & Policy Analysis |
Global Studies MS

PROFILE

Curious, driven, and always up for a challenge. I'm a Master's graduate with a passion for global business, sustainability, and creative problem-solving. I've worked across sales, project coordination, and business development — and I love turning ideas into action. Quick to learn, easy to work with, and excited to grow with international teams making a real impact.

WORK EXPERIENCE

Operational administrator - Cybersport Center | April-September 2018

- Managed daily operations of a 40+ member esports facility, improving customer satisfaction scores by 25%
- Maintained computer systems and hardware, minimizing downtime and technical issues
- Handled customer inquiries and resolved problems efficiently, improving satisfaction and loyalty
- Assisted in planning and executing promotional events that boosted monthly membership signups by 18%

Sales manager - Rostelecom | March-September 2019

- Exceeded monthly sales goals by 15% through effective client engagement
- Maintained a 30% sales conversion rate, outperforming team average by 10%
- Built and nurtured strong client relationships, contributing to increased customer retention of 10%
- Delivered tailored solutions by actively listening to customer needs and presenting relevant offers

Development manager - Wantenger LLC "Triumph" | February 2021 - January 2022

- Collaborated with cross-functional teams (designers, developers, content creators) to build a user-focused online platform
- Conducted market research and competitive analysis to identify strategic positioning and customer needs
- Oversaw project timelines, budgets, and milestones to ensure on-time and efficient delivery
- Facilitated communication between departments to align vision, functionality, and user experience goals