



CONTACT

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EDUCATION

- Master's Degree**
Management of Technology
New York University
- Master's Degree**
Information Systems Engineering
Bauman State Technical University
- Bachelor's Degree**
Computer Engineering
Bauman State Technical University

SKILLS

- Strategic Account Management
- Strategic Account Growth
- Team Leadership
- Cloud Solution Architecture
- Agentic AI & Copilot Integration
- Prompt Engineering for Generative AI
- Complex Deal Closure
- Contract Negotiations

THOUGHT LEADERSHIP

Author of Quantum Investor Digest, exploring the intersection of generative AI, investment strategy, and financial innovation for everyday investors.

CERTIFICATIONS

- Microsoft Azure Solutions Architect Expert
- Microsoft Azure AI Fundamentals
- AWS Certified Cloud Practitioner

MICHAEL GAVRILOV

Strategic Account Director / Enterprise Sales Leader

PROFESSIONAL SUMMARY

Strategic Account Director with 20+ years delivering enterprise sales and technology solutions to Fortune 500 organizations. I lead AI-driven initiatives, multi-year projects, and cross-functional transformations. I negotiate high-value agreements exceeding \$250M and consistently surpass ambitious annual targets. Twice honored with Platinum Club and Gold Club awards for measurable customer impact. With an engineering and business management background, plus deep Generative AI expertise, I turn advanced technologies into real business results and trusted executive partnerships.

WORK EXPERIENCE

- Microsoft** 2017 - Present
Strategic Account Director
 - Lead AI transformation for a strategic pharmaceutical customer, aligning Microsoft's advanced technologies with client priorities to deliver measurable outcomes.
 - Orchestrate cross-functional teams and engage directly with C-level stakeholders to accelerate innovation and adoption of AI-driven solutions.
 - Develop and execute long-term account strategies, including multi-year partnerships exceeding \$250M.
 - Build and sustain trusted executive relationships across global accounts, unlocking new opportunities.
 - Lead complex contract negotiations aligning customer goals with Microsoft's vision.
- Microsoft** 2011 - 2017
Senior Account Executive
 - Developed trusted relationships with executive stakeholders across multiple industries.
 - Managed robust sales pipelines and guided high-performing teams across Sales, Engineering, and Delivery.
 - Consistently exceeded revenue targets, generating an average of \$20M annually.
- Microsoft** 2008 - 2011
Account Technology Strategist
 - Advised senior executives on AI-driven technology strategies aligning with business goals.
 - Drove adoption strategies, ensuring sustained momentum and value realization.
 - Executed tailored sales strategies, consistently exceeding targets and securing contract renewals.
- Microsoft** 2006 - 2008
Partner Technology Strategist
 - Developed impactful go-to-market strategies driving partner growth and revenue.
 - Cultivated technical relationships with CTOs/CIOs to understand strategic challenges.
 - Led programs resulting in a 150% increase in partner-influenced revenue.
- Systematica Group** 2005 - 2006
IT Solutions Architect
 - Led architectural design and technical strategy for complex IT solutions in pre-sales engagements.
 - Collaborated with sales teams and enterprise clients to align technology with business objectives.
 - Designed and validated solutions leveraging a broad spectrum of technologies.
- AlliedTesting** 2002 - 2005
IT Operations Manager, Team Lead
 - Led a team of systems engineers to deliver process improvements and automation, increasing operational efficiency by 25%.
 - Managed IT services and operations for virtual and physical environments.
 - Drove strategic alignment of IT with business objectives, fostering a high-performance culture.

AWARDS

- Microsoft Platinum Club (2 times)
Recognition for exceptional sales performance and customer impact
- Microsoft Gold Club (2 times)
Recognition for outstanding account management and revenue achievement