

# Oskar Ablimit

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| [oskarmansanqu@icloud.com](mailto:oskarmansanqu@icloud.com) | 1990.10.15 | Chinese

## Professional summary

- Educate and empower customers all over the world with digital transformation leveraging the experiences and certification from main cloud providers such as AWS, Ali cloud, Tencent Cloud.
- Act as cloud evangelist, support and help customers along the cloud journey from cloud migration, cloud security to cloud maintenance.
- Acknowledge technical practices regarding cloud computing, self-taught data scientists(python) and HTML/CSS/JavaScript beginner.

## Work History

### **TENCENT CLOUD SENIOR STRATEGIC SALES MANAGER|TENCENT CLOUD EUROPE-PARIS|**

- Focus on retail/luxury industry, breakthrough with three top brands, LVMH, Kering, Richemont.
- Focus on gaming/igaming industry, breakthrough with Voodoo, Supercell, Shiro Games.
- Build up alliance and partner channels within Europe mainly focused on Western Europe.

### **ALIBABA ACCOUNT MANAGER| ALI CLOUD COMMERCIAL INSIDE SALES MANAGER- BEIJING|2020.6-2021.7**

- Cover key internet customers in the North China area supporting them with the Alibaba ecosystem.
- Lead a small group of commercials inside sales with 3 members.
- Initiated a new cover model for middle and focused sized customers connecting partners, outsourced inbound team and sales team.

### **GISV LANDING ACCOUNT MANAGER| AWS G1000 TEAM-BEIJING| 2019.12-2020.06**

- Cover more than 100 GISVs (Global ISV), either support them to expand their local market or guide them to land their solution in China.
- Support ISV's AMI landing in AWS China Marketplace

### **COUNTRY ACCOUNT MANAGER FOR US-EAST AND US-WEST| AWS G1000 TEAM-BEIJING| 2019.6-2019.12**

- Covered us-east and us-west sourced customers in China.

### **ACCOUNT MANAGER| AWS G1000 TEAM-BEIJING| 2017.6-2019.6**

- Support MNCs in China with AWS services and solution

### **SALES REPRESENTATIVE | AWS LDR TEAM-BEIJING | 2016.6-2017.6**

- Executed outbound demand generation campaigns to promote a variety of AWS services.

## Education

- Renmin University of China-- Bachelor's, Human Resource Management, General | 2012-2016
- George Washington University—Masters' of Engineering in Cloud Computing Management | 2021-2023

## Certifications

- AWS Certified Solutions Architect - Associate

- AWS Certified Solutions Architect – Professional
- Ali cloud Certified Solutions Architect – Professional
- Tencent Cloud Practitioner
- Python Developer