

Alexander Semizhon

44 Merab Kostava, Tbilisi, Georgia 0179

alex@semizhon.com

995 591 021 174

[linkedin.com/in/semizhon](https://www.linkedin.com/in/semizhon)

PROFESSIONAL EXPERIENCE

AUTODESK

Moscow, Russia

Account Sales Executive

August 2020 - September 2022

Orchestrated a \$3M+ design & manufacturing portfolio in CIS countries with a result of 23% increase in ACV.

Conducted a market analysis to identify areas for business development, distributed results to partners, improving efficiency of selling cloud solutions by 65%.

Initiated and led license compliance sales projects with inside sales team resulting in 300% growth value in ACV in H1 2022.

Conducted customer success initiatives that reduced churn by 12%.

Prepared BIM execution plans for manufacturing companies, incorporating sustainability metrics and milestones.

🏆 Received the EMEA Extra Elite Award for 'Innovation'.

AUTODESK

Minsk, Belarus

Senior Territory Sales Representative

November 2019 - August 2020

Promoted to manage a larger territory, developed new contracts and managed opportunities in AEC industry, bringing in \$1M (\$850k quote).

Developed and executed strategic sales plans, driving a 30% growth.

Mentored 3 sales representatives, sharing best practices and industry insights.

🏆 Was named Top 1 salesperson in H1 in Minsk Hub.

🏆 Received the most (10+) "e-thanks" for professional help and support from colleagues.

AUTODESK

Territory Sales Representative

Minsk, Belarus

February 2018 - November 2019

Built and managed relationships with key customers, fostering trust and product adoption, resulting in \$650k in sales in one year (120% of quota target).

Implemented sales tactics generating an 18% increase in leads.

Collaborated with technical teams to address client concerns and ensure successful product implementation.

 Received 'Beyond and Above Performance' Award

CAPITAL CONSTRUCTION COMPANY OF KRUPKI REGION

Civil Engineer

Krupki, Belarus

August 2015 - August 2017

Worked on 10+ architectural and construction projects, overseeing design, planning, and implementation.

Collaborated with architects and engineers to develop cost-effective and sustainable solutions, saving an average of 15% in project costs.

Developed python scripts for Autodesk Revit to automate designs. Sped up project design by 20%.

EDUCATION

2022 | AUTODESK Orchestrating indirect teams – Autodesk Internal training (8 class hours)

2022 | GOOGLE Google Project Management Online Course (6 months)

2019 | AUTODESK Sales training program (40 class hours)

2018 | IT ACADEMY Front-end Fundamentals - HTML, CSS, Javascript (72 class hours)

2017 | STEPIK – Building information modeling. Autodesk Revit (50 class hours)

2010 - 2015 | **BELARUSIAN NATIONAL TECHNICAL UNIVERSITY** Diploma of Civil Engineering

SKILLS

Soft skills | Communication, Problem Solving, Relationship building, Teamwork, Time Management

Hard skills | Salesforce, Outreach, Data analysis, Python, Microsoft Office, Sales Forecasting, Lead generation, PowerBI, AEC & MFG Industry Knowledge, Autodesk Revit, AutoCAD, Fusion360, Javascript, React, HTML, CSS.

LANGUAGES

English | C1

Belarusian | C2

Russian | C2

Ukrainian | C1