

Alexander Semizhon

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SUMMARY

Curiosity-driven business development and sales professional with a versatile background in managing projects, sales and tech. Demonstrated success in sales and business development, fueled by a strong desire to understand technical concepts and software solutions. Skilled in fostering business growth, nurturing customer relationships, and seamlessly adapting to various industries. Eager to embrace a challenging role, leveraging my experience in driving sales, engaging customers, and promoting product adoption with an insatiable curiosity for innovation and industry trends.

PROFESSIONAL EXPERIENCE

AUTODESK, 2018 - 2022

Account Sales Executive, 2020-2022

- Orchestrated a \$3M+ design & manufacturing portfolio in assigned territory prioritizing on managing 40 key accounts, ensuring customer satisfaction, and maintaining long-term relationships with a result of 23% year-over-year growth.
- Conducted market analysis to identify areas for business development and distributed it to partners. This led to their focus on different industries, reduced unhealthy competition, and showed 20% growth in specific activities for achieving financial goals.
- Initiated and led sales projects to focus inside sales teams on designated areas, resulting in 300% growth value in ACV in H1FY2022.
- Presented complex technical concepts to customers, assisting in the sales process and product understanding.
- Received the EMEA Extra Elite Award for 'Innovation'.

Senior Territory Sales Representative, 2019-2020

- Developed new contracts and managed opportunities in AEC industry, bringing in \$1M (\$850k quote).
- Developed and executed strategic sales plans, driving a 30% growth in the assigned territory.
- 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.

Territory Sales Representative, 2018-2019

- Built and managed relationships with key customers, fostering trust and product adoption, resulting in \$650k in sales in one year.
- Implemented sales strategies and tactics, including cold calling, email outreach, and social media engagement, generating a 18% increase in leads.
- Provided product demonstrations and guided prospects through the sales process, closing 80+ deals in one year.
- 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, 2015-2017

Civil Engineer, 2015-2017

- 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.

EDUCATION

BELARUSIAN NATIONAL TECHNICAL UNIVERSITY - Bachelor of Civil Engineering, 2015

STEPIK – Building information modelling – Autodesk Revit (50 class hours), 2015

IT ACADEMY – Front-end Fundamentals - HTML, CSS, JS, AngularJS (72 class hours), 2017

AUTODESK – Sales training program (40 class hours), 2017

AUTODESK – Orchestrating indirect teams – Autodesk Internal training, 2022

GOOGLE – Google Project Management Online Course (6 month), 2022

SKILLS

Leadership, Account Management, Business Development, Strategic Planning, Solution Selling, Negotiations, Project Management, Mentoring, Technical Product Knowledge, B2B Technology Sales, Autodesk Revit, AutoCAD, BIM Software, JavaScript, Python, Salesforce, Outreach, Strong Written and Verbal Communication.

ADDITIONAL

Languages: English, Russian, Belarusian, Ukrainian.

References available upon request.