

# Alexander Semizhon

Tbilisi, Georgia | [alex@semizhon.com](mailto:alex@semizhon.com) | +995 591 021 174 | [linkedin.com/in/semizhon](https://www.linkedin.com/in/semizhon)

## PROFESSIONAL EXPERIENCE

### ACCOUNT EXECUTIVE

Moscow, Russia

Autodesk

August 2020 - September 2022

Catalyzed growth in a key business portfolio, leading to a 23% enhancement in ACV.

Strategically analyzed market trends to pinpoint business development opportunities, revolutionizing partner collaboration and driving a 65% surge in cloud solution sales.

Pioneered and spearheaded license compliance sales projects with the team, significantly boosting their initial earnings to achieve a 300% increase in ACV.

Proactively executed customer success initiatives, cutting churn by 12%.

Developed BIM execution plans for manufacturing customers, integrating sustainability metrics and milestones.

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

### SENIOR TERRITORY SALES REPRESENTATIVE

Minsk, Belarus

Autodesk

November 2019 - August 2020

Elevated to oversee an expanded territory, successfully forged new contracts and navigated opportunities in the AEC industry, resulting in \$1M in revenue (\$850k projected).

Crafted and implemented strategic sales initiatives, propelling a 30% increase in growth.

Guided 3 sales representatives, imparting key best practices and deep industry knowledge.

🏆 Recognized as the Top 1 salesperson in the Minsk Hub for the first half of the year.

🏆 Earned the highest number of 'e-thanks' (over 10) from colleagues for outstanding professional assistance and support.

**TERRITORY SALES REPRESENTATIVE**

Autodesk

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

**CIVIL ENGINEER**

Capital Construction Company Of Krupki Region

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, SQL, Microsoft Office, Sales Forecasting, Lead generation, PowerBI, Autodesk Revit, Generative AI, Fusion 360.

**LANGUAGES**

English - Full professional proficiency		Belarusian - Native
Russian - Native		Ukrainian - Full professional proficiency