

# Alexander Semizhon

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## 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

Minsk, Belarus

Territory Sales Representative

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

Krupki, Belarus

Civil Engineer

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

## LANGUAGES

English - Full professional proficiency | Belarusian - Native

Russian - Native | Ukrainian - Full professional proficiency