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PROFESSIONAL EXPERIENCE

2018 – 2022 | AUTODESK

2020 – 2022 | *Account Sales Executive*

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 a market analysis based on previous purchase data to identify areas for business development and distributed them 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'.

2020 – 2022 | *Senior Territory Sales Representative*

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.

2020 – 2022 | *Territory Sales Representative*

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

2015 – 2017 | **CAPITAL CONSTRUCTION COMPANY OF KRUPKI REGION, 2015-2017**

2015 – 2017 | *Civil Engineer*

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

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, JS, AngularJS (72 class hours)

2017 | **AUTODESK** Revit (50 class hours)

2015 | **STEPIK** – Building information modeling

2015 | BELARUSIAN NATIONAL TECHNICAL UNIVERSITY Diploma of Civil Engineering

SKILLS

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

Hard | Salesforce, Outreach, Data analysis, Python, Microsoft Office, Sales Forecasting, Lead generation, AEC/MFG/Tech Industry Knowledge, Autodesk Revit, AutoCAD, Fusion360, Javascript (basic level), HTML, CSS.

LANGUAGES

Russian | C2

Belarusian | C2

English | C1