Nazrin Sadikhova

1448 N. Western Ave. #2B (847) 322-3112

Chicago, IL 60622 [nazrin14142@](mailto:agamir_musa@hotmail.com)gmail.com

|  |  |
| --- | --- |
| **SUMMARY** | Dedicated and energetic leader with broad experience in project management, business intelligence and analytics. |
| **AREAS OF EXPERTISE** | |  |  | | --- | --- | | * Analytics & Reporting | * Account Management | | * Process Improvement | * Management of Cross Functional Teams | | * Business Development | * Business Intelligence | |  |  | |

**Work Experience**

|  |  |
| --- | --- |
| **Del Oro Consulting** at Cisco Systems, Sales Acquisition Integration  Program Manager | Chicago, IL  June 2015 – September 2016 |

* Work in collaboration with Sales Leadership to capture market transitions and drive sales growth through the integration of newly acquired companies
* Establish and implement sales change management and communications plans, ensuring strategic alignment and messaging across acquisitions
* Plan and design the acquisition process for announced Mergers & Acquisitions, manage multiple workstreams, reporting and resolution of issues, risks and dependencies
* Drive Program Management excellence across the team to deliver consistent business outcomes across a complex mix of acquisitions
* Reporting of all Sales Acquisition Integration (SAI) activity; standardization of SAI Ops Reviews and SAI Portfolio Reviews

|  |  |
| --- | --- |
| **Bay Area Techworkers** at Cisco Systems, Global Enterprise Theatre Service Sales  Senior Installed Base Lifecycle Manager | Los Angeles, CA  June 2012- June 2015 |

* Extract, aggregate and analyze data from various sources such as CSCC, SmartNet Total Care, BusinessObjects Analytics to determine trends in buying and business performance to optimize sales, attach rates and renewals for Fortune 100 companies
* Support the Client Services Manager and Global Account Manager by driving the renewals process and managing procurement process directly with end customer
* Maintain service sales forecasts, regularly and formally report on service potential, maximize revenue and profit from the existing installed base
* Manage customer’s ad hoc reporting requests, and working with Cisco’s Analytics teams to build out next phase of SmartNet Total Care to improve the reporting methodology
* Consolidate number of contracts to streamline renewals and procurement process

|  |  |
| --- | --- |
| **Concannon Business Consulting** at Toyota Motor Sales - Telematics  Project/Product Manager | Torrance, CA  May 2011- June 2012 |

* Manage the scope, timing, and budget for the release of Toyota & Lexus Telematics Products
* Work with leadership from abroad, as well as IT and external vendors to manage project’s scope
* Outline roles and responsibilities for direct team and extended team of 45 individuals
* Maintain timeline of events, milestones, and ensuring that project is achievable

|  |  |
| --- | --- |
| **RAY ALLEN, INC.**  Installed Base Life Cycle Manager, Director of Operations | Chicago, IL  May 2005- May 2011 |

* Responsible for managing and driving new sales and services to assist Fortune 100 companies manage IT technology assets and maintenance contracts including ExxonMobil, Chevron, Shell and Caterpillar
* Allow customers to gain clear, accurate picture of all assets within network infrastructure by organizing the Cisco Service Contract Center data in SaaS platform OAM (Online Asset Management)
* Grow and expand customer base by proposing, implementing and executing new and existing contracts in excess of $100M
* Maintain and develop relationship with existing channel partners such as AT&T, Orange and Dimension Data
* Establish communication management plan for executives and key stakeholders

EDUCATION Roosevelt University - Chicago, IL. June 2009

Bachelor of Science in Mathematics and Actuarial Science

SKILLS Proficient IBM APEX, SFDC, SAP BusinessObjects Analytics, BI Café, MS Office, MS Access, MS Project, MS Excel, MS Visio

Fluent in Russian