

Viacheslav Sorokov

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PROFESSIONAL SUMMARY

Successful project manager with 10+ years experience in IT with strong knowledge of sales processes and understanding of clients needs.

WORK EXPERIENCE

CEO | OSA, Lipetsk

March 2014 – Current

Started in company from the only project. Now responsible for production and sales. Negotiating terms and closing deals. Supervising and overseeing all matters on the commercial side. Leading major projects.

Deputy Director | Artpolitika, Lipetsk

March 2012 – February 2014

Was responsible for recruiting staff and projects management. Increased company staff from 4 to 12 and company's turnover 6 times.

Project manager | Forsag, Lipetsk

May 2011 – February 2012

Implemented a management accounting system and inventory control.

Head of IT Department | Bank ROSSIYA, Lipetsk

December 2008 - May 2011

Coordinated processes in IT department.

Provided interface with suppliers of equipment and IT solutions to the bank

Coordinated incoming analysis needs of users and developed technical requirements for developing IT systems in accordance with these requirements.

Provided decision support to implement new hardware systems and modifications to existing software.

CEO | LiComp, Lipetsk

March 2003 – December 2008

Launched two new services besides IT services. We passed certification and became representative of two software companies: accounting and construction estimates system.

Increased company staff from two to six.

Software Engineer | Sberbank, Magadan

March 2001 – October 2002

Developed and maintained bank software. Supported clients in using the bank software.

Senior IT specialist | Magadan Region Administration

November 2000 – March 2001

Implemented administration of computer systems, local area networks.

Senior IT specialist | Magadan Region Administration

July 1996 – November 2000

Developed and maintained custom software. Implemented administration of computer systems, local area networks.

EDUCATION

Presidential Management Training Program, Voronej, 2005-2006

Major: Innovation Management

Lipetsk State Technical University, Lipetsk, 2001–2004

Postgraduate school

Major: Economics

University Of Alaska, Anchorage, USA, Sept. 1998 – Dec. 1998

Student Exchange program GPA – 3.76/4.00

Northern International University, Magadan, 1996–2001

Combined Bachelor and Master of Science degree in Economics

Graduated with honors

SKILLS

- Budget planning and cost control
- Hiring professionals (including remote)
- Ability to lead cross-functional project teams
- Project deliveries
- Strong negotiating, listening and interpersonal skills
- Excellent written and verbal communication

EXTRA

Happy father of two children.

Hobbies: running, fishing and reading.

Interests: ML, automation.