

**Sales • Management • Communication • Business Development
Problem Solving • Leadership • Team Building
Strategies • Coaching • Product Development**

Ability to manage projects and develop effective business strategies

During my tenure at Some Group, I succeeded in conceptualizing and creating go-to-market strategy. This action plan specified the understandable roadmap implementation which was completed with product positioning and sales to deliver product to final customer and, as a result, arrive to necessary profit and loss goals. My decision to renegotiate licenses to improve business operations resulted in 17% revenue increase and 10% savings, thus proving my negotiation and analytical skills.

I effectively utilized my management experience while I was responsible for launching a product at Mobile World Congress. During 18 months I supervised a project, and subsequently, I introduced it on market. At Some Group, I also was hired to manage another three-years-old project, which lagged behind. But for my efforts the project would not be brought back on track.

Ability to communicate effectively and establish strong work relationships

While working at different companies, I had to interact with cross-functional teams at all levels. At Somewhere, I was hired for a special management program, so I extensively used my communication skills when providing training, mentoring and guidance to the engineers, managers and associates. I had to ensure effective performance within a complex organization and interpersonal skills were crucial to lead and develop teams. I motivated and directed my co-workers to assure excellent performance and assisted them if needed. As a result, I established good work relationships between employees and led them in solving problems and making decisions. Also, I successfully performed as a key liaison between various internal departments' customers and vendors. Building strong relationships with industry leaders was crucial to develop common telecommunication and mobile solutions.

On the whole, I performed as strong team leader with the ability to strategically balance time and resources while ensuring high team performance.