Moroz Vladimir



SALES MANAGER

14 червня 2023

Місто: Київ

Вік: 40 років

Режим роботи: повний робочий день

Категорії: IT, WEB фахівці, Телекомунікація та зв'язок, Торгівля, продажі, закупівлі

✔ Перебуваю в шлюбі

Увійдіть або зареєструйтеся на сайті як роботодавець, щоб бачити контактну інформацію.

Опис

Profile

Highly qualified sales specialist with more than 10+ years of international experience in leaders of IT industry. Deep experience in sales, management and development of business processes, marketing, partnership and representative business. Excellent knowledge of IT industry, promising areas and key trends in the development of IT product technologies. Extensive experience in understanding business processes of international companies, knowledge in marketing, building a partner network, motivational and PR companies. Excellent time management skills, strong team-player and highly motivated individual, hardworking and ready to join my next team.

Work Experience:

- **TERRITORY ACCOUNT MANAGER, Cisco Systems Netherlands Holding B.V.**

Aug2017–Aug2022, Minsk

Management and development of sales of Cisco solutions in the Republic of Belarus.

More than 1000 customer accounts in all areas (Oil/Gas, Transport, Banking, Government, IT, etc.)

Work and interaction with customers, partners, distributors and internal resources of the company.

Achievements: Overfulfilment of plans: FY19 - 113%, FY20 - 111%, FY21- 107%.

Promotion and sales solutions of Data Center Network/Campus Network, WAN/SD WAN, products of Security and Collaboration, other solutions as AppDynamics, Umbrella, DUO, ThousandEyes.

Sales Awards:

BY as Best SALES Team in CIS on H2FY20

3 Awards on FY19, FY20, FY21 as Year Quota Overachievements.

- **CO-FOUNDER/ DEPUTY DIRECTOR, LLC “Estalej IT”**
- Oct2014–Jan2017, Minsk

Achievements:

FY15: Revenue year-to-year growth more than 100%;

FY16: Revenue year-to-year growth more than 250%;

Gold Partner: Hewlett-Packard Inc., Lenovo;

Silver Partner: Hewlett-Packard Enterprise, IBM;

Business Partner: Dell, Cisco, APC, Symantec.

- **Hewlett-Packard/HP Inc.**
- **COMMERCIAL PARTNER BUSINESS MANAGER,**

2012–2014, Minsk

Development of SMB channel in RMC (Belarus, Georgia, Armenia, Turkmenistan, Tajikistan, Uzbekistan). In peak management of more than 45 channel partners. Development of Value Product sales (Thin Clients, WorkStation, POS and other highly specialized products).

Achievements: Overfulfilment of plans: H1Y13 - 120%, H2Y13 - 140%, H1Y14 - 125%.

RMC is №1 in sales of Value Products in FY 13 in SMB Channel

Manager of motivation program in SMB.

The main speaker on HP events in managing countries.

Sales Awards:

2H13 PPS Channel EMEA Services and Accessories

FY13 Best Value Products Sales CIS

- **PARTNER SALES SPECIALIST & CONSULTANT**

2011–2012, Minsk

Development a distribution, sub-distribution and partner channel in RMC (Belarus, Georgia, Armenia, Turkmenistan, Tajikistan, Uzbekistan).

Achievements: Sales growth by more than 50% in the sub-distribution channel due to the development of a business plan with forecasting sales of matrix notebook models.

One of the creators of the motivational program which has allowed to increase sales in the "white" channel.

The main speaker on HP events in managing countries.

- **RETAIL ACCOUNT MANAGER**

2010–2011, Minsk

Development of retail channel in Republic of Belarus.

Achievements: Market Share HP - 35%, increased gross volume more than twice in USD.

The main speaker on HP events in Belarus.

- **MERCHANDISING LEAD**

2009–2010, Minsk

Analysis of the computer market of Republic of Belarus, representation of Hewlett-Packard in retail networks.

Studies and Education

- **ENGINEER-PROGRAMMER, Belarusian State University of Informatics and Radioelectronics**
- 2004–2006, Minsk
- **MANAGEMENT, Belarusian State University - Department of Economics**
- 2020–Present, Minsk
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Courses

- **SALES, Cisco X-Sell Program**

2017, Prague

Languages

- **Belarusian - native**
- **Russian – native**
- **English – B2**