

Способы связаться

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ОСНОВНЫЕ НАВЫКИ

Sales management
Maintaining Key Projects
Negotiation

Languages

English (Professional Working)
Русский (Native or Bilingual)

Certifications

Technique of advisory sales SPIN
Effective presentation skills
The practice of participation in tenders for supply of products for the government and municipal needs under the terms of Federal Law No.94
Effective customer interaction skills

Sergey Isaev

CIS Key Account Manager at Group-IB
Moscow, Russian Federation

Общие сведения

More than 11 years experience of IT sales allows to make optimal decisions for the business development of the customers.
Have expertise in b2b sales in financial, manufacturing, telecom, retail, government.

Опыт работы

Group-IB - Global Cyber Security Company
CIS Key Account Manager
август 2019 - Present
Москва, Россия

Doctor Web, Ltd.
Head of Sales Sector
ноябрь 2010 - май 2019 (8 лет 7 месяцев)
Moscow, Russia

- Sales development and increase the share of products in the security software market.
- Development and implementation of the sales stimulation strategy.
- Forecasting, planning and closing transactions.
- Building lasting relationships with SMEs and partners.
- Maintenance and development of commercial and government customers to provide centralized antivirus protection for the enterprise network.
- Expansion of the product matrix in the partner sales channel.
- Targeting partners to sell the Dr.Web product line.
- Launching digital sales projects of Dr.Web.
- Launching OEM projects with manufacturers of mobile devices and PCs.
- Conclusion of new contracts with partners and maintenance of ongoing projects.
- Managing of the sales sector (a team of 6 employees) and implementation of sales plans.
- Monitoring and analysis of the IT market.
- Organization of training of partners and employees of the company.
- Interaction with presale and development teams.

Achievements.

- For the first three years of management of the sales sector, the company's sales grew by 73% and the sales share in the market grew by 30%.
- For the first four years of work, the company's revenue in the retail industry was increased by 113%.
- For the five years of the development of the segment of digital sales for the retail industry, the company's revenue increased by 200%.
- For the last three years the volume sales through authorized service centers grew 3.5 times.
- Launched more than 15 digital sales projects with: Eldorado, DNS, Svyaznoy, MTS, Megafon, Ozon, Mail.ru, VK Pay and others.

Doctor Web, Ltd.

Head of antivirus services sector

июль 2016 - февраль 2017 (8 месяцев)

Moscow, Russia

- Development of b2b and b2c sales of antivirus service SaaS (Software as a service) for end-users through telecom operators and banks.
- Increase the penetration share of Dr.Web antivirus service through internet providers.
- Implementation of the marketing strategy for launching activities for subscribers of internet providers.
- Monitoring and analysis of the antivirus services market.
- Pricing of antivirus service tariffs and inclusion in the portfolio of offers.

Doctor Web, Ltd.

Sales manager

июль 2009 - октябрь 2010 (1 год 4 месяца)

Moscow, Russia

- Expansion the presence of Dr.Web products in the retail market.
- Ensuring the growth in sales through the development of a partner channel (3000+).
- Implementation of sales plans and control of payments.
- Presentations and staff partners training.
- Launch motivational programmes and marketing trade events with partners.

IA Trade.su, Ltd.

Sales account manager

март 2008 - март 2009 (1 год 1 месяц)

Moscow, Russia

Project management for the implementation of integrated service packages on the enterprise market of the EAEU:

- Territory account management, including forecasting, planning and closing transactions.
- Lead generation and customer engagement, new SMEs only.
- Development of sales strategy through understanding the customer's business.
- Negotiations with CXOs.
- Creation of commercial offers and conclusion of contracts.
- Accomplishment of monthly sales plans.
- Coordination of work with other departments within projects with customers.
- Preparation of primary accounting documentation.
- Filling of the reporting according to corporate standards.

Образование

Университет "Синергия"

Bachelor's degree, Project Management · (2005 - 2010)

Moscow Technical College

Post-secondary education, Management · (2001 - 2005)

Moscow Technical College

Specialized secondary education, Software of computer facilities and automated systems · (2001 - 2005)