

## Способы связаться

[www.linkedin.com/in/iason-mink](http://www.linkedin.com/in/iason-mink)  
(LinkedIn)

## Основные навыки

Sitecore  
Marketo  
Netsuite CRM

## Languages

Русский (Native or Bilingual)  
English (Limited Working)

## Certifications

Свидетельство о прохождении курсов по специальности "Основы программирования и баз данных"

M6420B (6420+6424):  
Fundamentals of Windows Server 2008 R2

# Iason Kubrakov

Marketing Automation Manager – Group-IB - Global Cyber Security Company  
Moscow, Russian Federation

## Общие сведения

Multi-tasking Marketing Automation Manager with 10+ years of experience in the CRM database administration, 3+ years Marketo super-user and 8+ years of experience in website administration. Can easily assimilate complex technical information, adapt the latest best practices and deliver business value through digital marketing.

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## Опыт работы

Group-IB - Global Cyber Security Company  
Marketing Automation Manager  
июнь 2019 - Present  
Moscow, Russia

Marketo administration

Argus Media  
Marketing DATA Manager  
ноябрь 2013 - июнь 2019 (5 лет 8 месяцев)  
Moscow, Russia

- Maintaining and updating the database (Netsuite, Marketo);
- Webinar support (ON24);
- Marketo super-user for FSU branches;
- Corporate website administration (Sitecore, HTML debug);
- Conference department marketing support;
- Marketing events support;
- Preparing Conferences, Marketing and Webinars analytics reports;
- Preparing 6 analytic reports on a monthly basis;
- Google Analytics expert user;
- New IT marketing products training for sales and marketing employees;
- Staff training and consultations: Marketo, ON24, CRM, Sitecore, RealMagnet, MS Excel, MS Word, Netsuite;
- Trained 4 marketing managers in the use of marketing software tools;

- Supported the database migration from Microsoft CRM to Netsuite;
- Supported the database and marketing activities migration from RealMagnet and Microsoft CRM to Marketo;
- Marketing room key user: fixing simple problems with office equipment, assistance with programs and all other kinds of basic IT support.

### American Chamber of Commerce in Russia

Coordinator, CRM and Visas and Migration Issues, Acting Assistant to President

апрель 2008 - октябрь 2013 (5 лет 7 месяцев)

Moscow, Russia

- Maintaining and updating the database (Microsoft CRM);
- Maintaining events in the database;
- Annual members information check (+800 customers proceeded);
- New employees CRM work principles training;
- Manage members distribution lists;
- Corporate website administration;
- Events administrative support;
- Basic IT support;
- Administrative support to the President.

### Johnson & Johnson

Receptionist

март 2008 - апрель 2008 (2 месяца)

Moscow, Russia

Full administrative support for employees.

### ООО РПК Планета Неон

Sales Manager

август 2007 - февраль 2008 (7 месяцев)

Moscow, Russia

Inside sales

Contract / Price negotiation

Project management

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## Образование

Voronezh State University

Bachelor's degree, State Municipal Management · (2005 - 2011)

Воронежский музыкальный колледж (ГБОУ СПО ВМК) / Voronezh  
musical college  
piano · (1994 - 2002)