

Contact

www.linkedin.com/in/nikita-netskin-25393a2b (LinkedIn)

Top Skills

Key Account Management
Sales Management
Product Management

Languages

Russian (Native or Bilingual)
English (Professional Working)

Nikita Netskin

Key Account Manager at Group-IB - Intelligence-driven Cyber Security

Moscow, Russian Federation

Experience

Group-IB - Intelligence-driven Cyber Security

Key Account Manager

May 2018 - Present

Moscow, Russian Federation

- Looking for new clients (meetings, negotiations and presentations)
- Drive growth via customer development
- Develop, update and maintain customers database
- Collect available market information about customers and competitors activities and plans

Актив (Aktiv Co.)

Sales Manager

September 2014 - April 2018 (3 years 8 months)

- Looking for new clients (meetings, negotiations and presentations)
- Drive growth via customer development
- Develop, update and maintain customers database
- Collect available market information about customers and competitors activities and plans

ABB

Product Manager

June 2011 - September 2014 (3 years 4 months)

- Market research & competitor monitoring
- Coach sales people on successfully operating in the segment incl. preparation argumentation for specific applications
- Analyze sales performance and initiate corrective actions

philips

Product Manager

June 2010 - June 2011 (1 year 1 month)

Education

National Research Nuclear University (former Moscow Engineering
Physics Institute)

Master's degree, Engineering/Industrial Management · (2008 - 2011)

National Research Nuclear University (former Moscow Engineering
Physics Institute)

Master of Engineering (M.Eng.), Electrician · (2004 - 2010)