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Top Skills

Risk Analytics
Crisis Management
Teamwork

Languages

Russian (Native or Bilingual)
Spanish (Elementary)
English (Full Professional)

Nikolay Rogozin

Looking for new career opportunities / Feel Free to Contact, primary
- Facebook / Sales / Business Development
Moscow, Russian Federation

Summary

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Experience

Group-IB - Global Cyber Security Company
Sales Director (Public Sector)
May 2016 - November 2018 (2 years 7 months)
Moscow, Russian Federation

March 2017 - November 2018 - Sales Director (Public Sector)
May 2016 - March 2017 - Senior Account Manager

- Coordinate and communicate with Key Customers;
- Conduct Customer risk assessment;
- Ensure timely completion of Customer projects;
- Develop relationships with Key Customers;
- Develop relationships with Prospective Customers;
- Develop and recommend strategies in order to simplify IT operations;
- Identify and analyze needs and requirements of Customers.

Zebra Technologies

Senior Account Manager
September 2015 - May 2016 (9 months)

- Coordinate and communicate with Key Customers;
- Conduct Customer risk assessment;
- Ensure timely completion of Customer projects;
- Develop relationships with Key Customers;
- Develop relationships with Prospective Customers;
- Develop and recommend strategies in order to simplify IT operations;
- Identify and analyze needs and requirements of Customers.

Intact System Integrator

Senior Account Director
September 2014 - September 2015 (1 year 1 month)

- Coordinated and communicated with Key Customers;
- Conducted Customer risk assessment;
- Ensured Customer satisfaction of projects;
- Communicated tasks to and coordinated actions between PMs;
- Ensured timely completion of Customer projects;
- Developed relationships with Key Customers;
- Developed relationships with Prospective Customers;
- Identified needs and requirements of Customers;
- Drafted commercial proposals;
- Developed and recommended strategies in order to simplify IT operations;
- Facilitated final changes and execution of deals.

CB Renaissance Credit (LLC)

Senior IT Manager

September 2013 - September 2014 (1 year 1 month)

- Coordinated internal processes of Customers;
- Conducted Customer risk assessment;
- Ensured Customer satisfaction of projects;
- Communicated tasks to and coordinated actions between internal and external PMs;
- Ensured timely completion of Customer projects;
- Developed Customers' IT processes;
- Prepared reports detailing work for Bank Management;
- Coordinated IT-related budgeting activities in areas of responsibility.

Холдинг "Технодинамика"

CIO

September 2012 - September 2013 (1 year 1 month)

Moscow, Russian Federation

- Participated in planning of key priorities for IT department;
- Lead key IT department projects, defined task and resource requirement, oversaw implementation;
- Coordinated IT-related budgeting activity for areas of responsibility;
- Coordinated relevant cooperation with subcontractors, monitored their performance.

CROC

Project Manager

July 2010 - October 2012 (2 years 4 months)

Moscow, Russian Federation

Project Manager

(Fully responsible and based at Vimpelcom)

- Lead full project and modules of big program;
- Structured projects task, define resource requirements;
- Coordinated activity of projects team;
- Created and implemented risk management plans for the project;
- Developed necessary reporting materials on project status and implementation;
- Directly responsible for maintaining, configuring, troubleshooting WAN/LAN/Mobile WAN networks based on Cisco, Ericsson, Alcatel, Huawei equipment.

Engineer

(Projects in: CitiBank, Alfa-Bank, SBRF, Vimpelcom, MVideo)

- Maintained, configured, solved problems on WAN/LAN/Wi-Fi/Mobile WAN networks based on Cisco, HP, H3C, Huawei equipment;
- Provided technical support for customers and co-workers, supported customers network infrastructure;
- Cooperated with technical assistance centers of vendors;
- Maintained internal technical knowledge base;
- Configured of the new network equipment.

Family Ribbon

Project Manager (Part time)

February 2010 - June 2012 (2 years 5 months)

- Developed modules of Internet startup project;
- Developed, collected and analyzed of technical input data;
- Cooperated with subcontractors, monitored and coordinated their activities;
- Managed project resource allocation.

Moscow State University of Railway Engineering (MIIT)

Computer Systems and Networks department Assistant

February 2007 - June 2011 (4 years 5 months)

- Maintained laboratory equipment in working condition;
- Initiated purchases and installed new equipment;
- Fixed problems with the laboratory's equipment.

Education

Moscow State University of Railway Engineering (MIIT) /
Московский государственный университет путей сообщения
(МИИТ)

Computing machines, complexes, systems and networks, Electrical,
Electronics and Communications Engineering · (2006 - 2011)

Cisco Networking Academy

Cisco Certified Network Associate, Field study · (2009 - 2010)