

## Contact

[www.linkedin.com/in/anastasia-ilyukhina-41548984](https://www.linkedin.com/in/anastasia-ilyukhina-41548984) (LinkedIn)

## Top Skills

Sales  
Leadership  
Spanish Translation

## Languages

Korean (Elementary)  
Russian (Native or Bilingual)  
Spanish (Professional Working)

## Certifications

Key Account Management  
Sales  
Maritime and Aerial Strategies  
Artificial Intelligence Foundations:  
Neural Networks

# Anastasia Ilyukhina

Business Development Manager at AppFollow  
Moscow, Russian Federation

## Summary

Engaging and driven International Security major.

---

## Experience

**AppFollow**  
Business Development Manager  
November 2019 - Present  
Helsinki Area, Finland

**Group-IB - Intelligence-driven Cyber Security**  
Business Development Manager  
March 2019 - November 2019 (9 months)

**SMICHRISSTOFT**  
Key Account Manager in Artificial Intelligence, Blockchain Technology and Virtual Reality fields  
March 2018 - February 2019 (1 year)

- Worked with marketing tools and analyzed the most efficient sales and promotion tools.
- Played an integral role in new business pitches and held responsibility for the effective on-boarding of new clients.
- Directed work with foreign clients.
- Carried out continuous market analysis and research on the dynamics of the account.
- Came up with effective negotiation and sales strategies.
- Was responsible for the development and achievement of sales through the direct sales channel.
- Maintained project deadlines and quality.

**Western New England University**  
Assistant, International Admissions Office  
February 2015 - June 2016 (1 year 5 months)  
Springfield, Massachusetts Area

- Input student personal information into EMAS system, ensuring accuracy and following privacy standards set by university
- Gave tours to prospective and accepted students and parents in English and Spanish to educate them on the history of the campus, useful resources, and data regarding the campus to help identify Western New England University as a school of choice
- Responded to agencies inquiries, and survey agencies to identify contractors to establish a professional contact with, and created contracts once agencies had been properly vetted
- Assisted students during the application process, including verifying that requirements are met, distributing information about the university, scholarships, and programs, and tuitions and fees

### Sochi 2014 Organizing Committee

#### Support Manager to the Australian Olympic Team

February 2014 - March 2014 (2 months)

Sochi, Russia

- Created a precise daily agenda to regulate training, media appointments, and daily activities for the Olympic Cross Country Skiing Team
- Interpreted between Russian and English during press interviews between the team and media correspondents
- Made appointments and regulated transmission of information with mass media outlets
- Acted as a guide for the team during free time

### The Moscow World Fine Art Fair

#### Assistant to the French Delegation

October 2013 - November 2013 (2 months)

Moscow, Russian Federation

- Created a precise daily agenda to regulate meetings with potential customers for the French delegation
- Studied specific information regarding exhibited paintings, sculptures, and jewelries
- Participated in the meetings between a customer and an owner in order to clarify and inform the customer regarding some aspects of the potentially signed contract.

---

## Education

University of Konstanz

Master's degree, Political Science and Government · (2018)

Institut Barcelona d'Estudis Internacionals

Master's degree, International Security · (2016 - 2017)

Western New England University

Bachelor of Arts (B.A.), International/Global Studies · (2014 - 2016)

Peoples' Friendship University of Russia

Bachelor of Arts (B.A.), International Relations / Spanish

Interpreter · (2011 - 2014)

English Gymnasium

German Language and Literature · (2009 - 2011)