



# Pavel Ivanov

IT Manager

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Klaipeda, Lithuania

## SUMMARY

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IT Manager candidate with 4 years of experience in Entrepreneurship (Computer and Phone repair service, IT Consultancy, and front-end web development) and roughly 5 years in sales, including dealing with business customers. Studied international business management and Automation Engineering, eager to bring a positive impact to the company by developing effective executing strategies and by hitting sales targets

## EXPERIENCE

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### IT consultant and operation manager

12/2017 - Present

Sole Entrepreneur

Managing full sales cycle, effective marketing customer research, generating prospect partnerships with over 50 customers (including business entities), making over 400 sales.

### Service Engineer and salesman

05/2017 - 08/2017

Progress Apple Service

One of the top sales among hired engineers, exceptional additional gross margin results during first months of work among a group of juniors.

## EDUCATION

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### International Business Administration

2021

LCC International University - Bachelor of Business Administration - BBA

Completed Leadership course and practicum.

Business department scholarship award for exceptional academic results.

### Automation of Technological Processes and Manufactures

2015

Peter the Great St.Petersburg Polytechnic University - Bachelor of Engineering - BE

Completed practicum on "Power Machines" as the HR department assistant.

## SKILLS

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Business Administration	Intermediate	Networks Management	Intermediate
Sales	Intermediate	Windows and macOS administration	Advanced
Computer Intelligence	Expert	Hardware troubleshooting and upgrade	Advanced
Organization	Beginner		

## LANGUAGES

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English	Fluent	Lithuanian	Basic
Russian	Native		