

Yevgeniy Sadov

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Dear Reader:

I have recently relocated to Copenhagen, Denmark from Irpin, Ukraine.

I was forced to evacuate my kids due to the war Russia started on 24.02.2022.

Since 2003 I was always selling something to Mobile Network Operators in various geographies.

At Jippii Mobile Entertainment and Ericsson, my customers were Kyivstar and UMC (Vodafone) in Ukraine. I was involved in sales of MobileTV platform and middleware for providing Location Based services for mobile subscribers.

At Aito Technologies I was responsible for sales of Customer Experience Management software products to customers from the former USSR. I have closed deals with operators in Uzbekistan, Tajikistan, Latvia, and Estonia.

At the times I was working for Unifun my geography was mainly Africa, the Middle East, and some Asian countries. Unifun's business is a launch of entertainment subscriptions in close cooperation with MNOs. The most used business model is revenue share. My task was not a deals closure but the establishment and support of relations with MNOs people (mainly C-level),

initial company and project presentations, and converting these relations to the leads that were processed further by a team of account managers. For 5 years at Unifun, I have initiated the launch of approximately 60-70 projects with 24 MNOs

My latest job for airG was, unfortunately, affected by Covid-19 and I didn't have a chance to get valuable achievements. The nature of the business means a series of physical customer-facing meetings that were impossible since March 2020.

Now I am at the point when I must restart my carrier and start new life here in Denmark.

If you need a person who is good at reaching out potential customers or partners, conducting offline and online company, product, business cases presentations, negotiating conditions of cooperation – I will be a good fit.

Naturally, I have weaknesses. The major one is that I am not very technical and cannot support detailed discussions with engineers. But I am sure this lack can be overlooked for business developer.

In a situation I am now (refugee), my motivation is extremely high, and I am ready to learn a lot to compensate lack of required qualification to become a valuable team member

Please get in touch with me if you feel we can discuss cooperation.

Sincerely,

Yevgeniy Sadov