


# Aleksei M. Vondra

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## SUMMARY

I am a self-motivated and result-focused professional with over 15 years of comprehensive background in B2B sales, operations, and business development in IT and Telecommunications. Throughout my career, I'm experienced in implementing and developing various sales processes and operations projects to meet Company's business goals and achieve maximum workflow efficiency. According to TOP Management recommendations and thanks to my diversified skills in different areas with huge work experience, I can provide additional Company's value by not only my ideas but my ambitions to bring these ideas to life.

## EXPERIENCE

**05/2019 – present**    **WEBHELP ENTERPRISE | Outsourcing Service Provider | Prague, Czechia**  
**Country Transactional Sales Supervisor | HP Inc. Project**

Responsible for HP Inc. hardware and services sales (~\$25M per quarter), effective sales enablement of the Team (12 inside sales reps), planned objectives and sales activities basis on business analytics and forecasting, implemented new sales workflows or projects to optimize sales operations and reduced resource costs, monitored and Team results with reporting to stakeholders regularly, maintained and supported Team healthy environment by coaching for orienting on goals and Partners' satisfaction.

- The average PC sales of FY20-FY21: Quota Achievement (105%) with PC YoY Growth (+8%).
- The average PRINT sales of FY20-FY21: Quota Achievement (136%) with PRINT YoY Growth (+49%).
- The Team Forecast Accuracy for PC (2%) and PRINT (5%) in FY20, PC (4%) and PRINT (7%) in FY21.
- Implemented various sales processes (Inbound Sales Channel, Boost Day etc.) and operations projects (Proximity funnel and forecasting procedures) that optimized workflow effectively to overachieve KPIs.

**08/2018 – 04/2019**    **TESIB | IT Solutions and Service Provider | Prague, Czechia**  
**Digital Project Manager | Freelance | TrhPoptavek.cz Project**

**12/2017 – 10/2018**    **Orange Finance | Microfinance Company | Brno, Czechia**  
**Online Marketing Specialist | Freelance | SOS Credit Facebook Page Project**

**10/2016 – 03/2017**    **MORAVIA AIR CARGO | Air Cargo Carrier | Brno, Czechia**  
**Administrative and Operations Manager | Startup Project**

Organized and coordinated the Company's day-to-day workflow, implemented new business processes, coordinated aircraft operations with stakeholders, prepared and reviewed procedures, financial documents, budgeting etc., controlled and analyzed Company business costs, reported to stakeholders.

- ✓ Prepared step by step strategy of development Company with concrete goals and periods.
- ✓ Implemented reporting of costs and benefits by providing data in detail to stakeholders regularly.
- ✓ Started process of Company promotion on digital marketing platforms and supervised website creating.

**09/2015 – 04/2016 TELKOM | Project and Construction Company | Moscow, Russia  
Sales and Operations Manager**

Supervised salesforce of 5 Regional Sales Managers by coaching, counseling and disciplining staff, analyzed sales data, tender results, customers database to reform market strategy, established commercial relationships with stakeholders, partnered with TELCO vendors, supported sales activities, implemented new KPI, designed and maintained sales and revenue reports.

- ✓ Reformed and evolved sales strategy and tender participation procedures to avoid the risks.
- ✓ Increased number of tenders the Company participated in (+63%) and projects revenue (+11%).
- ✓ Implemented Sugar CRM and optimized sales operations efficiently to achieve sales targets.

**05/2014 – 09/2015 MEGAFON | Telecommunications Service Provider | Moscow, Russia  
B2B Sales Department Manager**

**01/2011 – 05/2014 BEELINE | Telecommunications Service Provider | Moscow, Russia  
Senior B2B Sales Operations Manager**

**10/2006 – 01/2011 BEELINE | Telecommunications Service Provider | Moscow, Russia  
Various roles in Small, Medium (SMB) and Key Accounts (KA) Sales**

## SKILLS

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**Competencies:** Sales and Team Management, Business Strategy, Sales Operations, Business Process Improvement, Pipeline Management, Planning and Forecasting, Business Intelligence, Change Management, Leads Generation, Business Analytics, Project Management (Agile, Lean Six Sigma etc.)

**Software:** MS Office, MS Teams, MS Power BI, MS Power Platform, MS Power Automate, CRM Systems (MS Dynamics 365 CRM, SugarCRM, Salesforce.com), Project Management (Asana, Jira, Minitab) etc.

**Languages:** English (fluent), Czech (advanced), Russian (native)

## EDUCATION

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**06/2022 – Current GOOGLE | Mountain View, USA**  
Project Management Specialization | Project Management  
Certification: in progress

**09/2021 – 06/2022 WEST VIRGINIA UNIVERSITY | Morgantown, USA**  
Sales Operations Specialization | Sales Operations Management  
Accreditation code: GWD2MZJ8DJAB | Certification

**08/2021 – 09/2021 INTERNATIONAL BUSINESS MANAGEMENT INSTITUTE | Berlin, Germany**  
Mini MBA Program | Business Administration  
Accreditation code: 439038-163-561-0841 | Certification

**02/2018 – 03/2018 PRIMAKURZY.CZ IT ACADEMIE | Prague, Czechia**  
Retraining program | Digital Project Management  
Accreditation code: MSMT-10266/2018-1/169 | Certification

**03/2017 – 03/2018 CZECH TECHNICAL UNIVERSITY | Prague, Czechia**  
Laser instrumental technology | Engineer  
Accreditation code: 3901R067 | Diploma nostrification