

Evgenia Dobroliuobva

Student

Career synopsis

Business Development Manager with over 18 years of experience in the automotive industry, I have developed a strong track record of success in sales management, product development, and marketing.

Career highlights:

My expertise lies in driving revenue growth, expanding market share, and building long-term relationships with clients.

- Led a sales team at Henshin Group that managed 99 email campaigns, 40 e-meetings, and 20 contracts per month, securing a \$4M contract with the U.S. Department of Energy.
- Expanded Henshin Group's U.S. market presence by 12%, achieving 0.07% market share.
- Executed the "YouDrive" car sharing project at Mercedes-Benz, achieving sales of over 1,000 units from 2015-2018
- Served as Product Manager at Sberbank, establishing employee referral programs that boosted brand growth.
- Initiated the launch of SberAutoMobility, an innovative car subscription service with a true e-commerce experience
- At Mercedes-Benz, played a key role in significantly increasing market share in micro and small premium segments

Contact details:

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- Email: academy@consultingacademy.info

★ Tech domains: Automotive | E-commerce | Payments | Customer Service

★ Received O1 visa for talented people US till 2027

★ Soft Skills: Empathy | Supportive Culture Catalyst | Customer-Centric Mindset | Effective Communication | Active Listening | Conflict Resolution | Emotional Intelligence | Adaptability and Flexibility | Facilitation and Collaboration | Problem Solving | Servant Leadership | Influencing and Stakeholder Management | Resilience | Continuous Learning

★ Tools: Salesforce | PowerBI | ABC method | BCG matrix

Professional experience

February 2023-Until now - sales manager - Henshin Group, USA

- Throughout my career, I have demonstrated the ability to consistently exceed sales targets and grow business. Some of my key achievements include:
 - Increased Mercedes-Benz dealership sales in Siberia and Far East Russia by 20% as District Sales Manager

- Set up an online sales platform for Nissan, Toyota and Mercedes-Benz that increased sales by 20% for Sberbank
- Secured a \$4 million contract with the U.S. Department of Energy for an IoT solution for school bus monitoring
- Coached and developed dealership sales forces to improve sales techniques and results

In addition to my automotive industry experience, I have a proven track record of success in IT sales and business development. At Henshin Group, I increased the U.S. market presence by 12% by making a persuasive case for launching their Movens platform in the United States. I am also experienced in optimizing sales strategies to meet revenue goals and targets.

- Personnel training
- Knowledge test / assessment

Education and qualifications

Type	Name
2007 - 2009, Bachelor	Школа Бизнеса Мирбис, MBA

Language: English