

# Павел Чучанов

Solution Sales manager, Business development, Technology Advisor, SharePoint, Business Intelligence

## Местоположение

Проживание: Россия, Москва

## Возраст и стаж

Стаж: 10 лет и 10 месяцев

Возраст: 32 года



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## Опыт работы

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Март 2012 –  
По наст. время

### Microsoft

Customer and Partner Application Platform Tech Solution Sales Lead,  
Corporate Accounts

Россия, Москва

#### Обязанности и достижения

Обязанности: - Leading a group which is responsible for Application Platform (SharePoint, Business Intelligence, Project Management) solution sales in corporate accounts. Covering both side: - Customers side. Direct Tech Solution Sales to customers. - Partners side. Indirect Tech Solution Sales through partners channel - Engaging both sales forces(Microsoft and Partners) for a reaching the best win-win result.  
Достижения: - Responsible for launching and developing/promoting a new program StartService - <http://www.microsoft.com/ru-ru/partner/startservice/>

Октябрь 2009 –  
Март 2012

### Microsoft

Partner Technology Advisor (Solution selling and Business development)  
- Pre-sale

Россия, Москва

#### Обязанности и достижения

Обязанности: - Solutions selling: responsible for a selling difficult business oriented products and partner's development in these areas. My areas are: Microsoft SharePoint, Microsoft Enterprise Project Management, Microsoft Business Analytics - Business development: working with partner's channel, mostly with system integrators (mentoring, developing incentive programs, account planning and marketing) - Launching a new Microsoft packaged service in Russian market: StartService Program - <http://www.microsoft.com/ru-ru/partner/startservice/> - Developing and managing accounts and applying new strategy of our solutions for them, pipeline management - Build and maintain relationships with top-customers. Great understanding how to match business issues and IT business solutions (working with Business Decision Makers / Tech Decision Makers). - Working with different segments of our market: Finance, Telco, Retail, FMCG - People management (mentoring and project leading, working with interns, keep always good «micro-climate» in team) - Strong presentation and product demonstration skills: evangelise Microsoft solutions at conferences, events, webinars and using other ways. - "SMART" skills trainer (presentation power, social types and others) -

author's course. Details are at blog - [www.pavelch.ru](http://www.pavelch.ru) Достижения: - Microsoft Gold Star Award - best employee of a quarter - Responsible for launching and developing/promoting a new program StartService - <http://www.microsoft.com/ru-ru/partner/startservice/> Solution Sales / Pre-sale / Negotiations / Business development / Presentation / Project management / People management SharePoint / Project / BI / HR and IT / Trainer / StartService Program owner /

Декабрь 2007 –  
Октябрь 2009

## **Microsoft**

Partner Technology Specialist (Evangelism and Project management)  
Россия, Москва

### **Обязанности и достижения**

Обязанности: - Project Management of solutions based on Microsoft SharePoint Server 2007 technology - People management of virtual team in projects - Partner development in solution way - Presale with partner / making presentations, trainings - Technical presale phone/e-mail support - Technical evangelism to broad partners through events and web-casts

Июль 2007 –  
Декабрь 2007

## **Allware BS**

SharePoint engineer

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## **Высшее образование**

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Январь 2003 –  
Январь 2008

## **Московский государственный университет им. М.В. Ломоносова**

Механико-математический  
Россия, Москва

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## **О себе**

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Специализация и профессиональные навыки:

Pre-sale / Sale / Pre-sale manager / Solutions sales / Tech Sales / Presentation / Project management / SharePoint / Project / BI / HR and IT / SMART skill trainer

Профессиональные цели:

IT for all!

Награды, сертификаты, портфолио, проекты:

Продажи по методу SPIN

Microsoft Certified Systems Administrator

Дополнительная информация:

[www.twitter.com/pavelch](http://www.twitter.com/pavelch)

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## **Рекомендательные письма**

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**Александр Табориский**

знакомый

Преодолеет любые трудности, чтобы добиться своей цели.

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**«Мой Круг»** — вакансии для IT-специалистов