

## Alexander Osipov

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**Desired position:** Application engineer, technical manager, product manager in international company – manufacturer of high-tech industrial electrical equipment. Out of CIS area (preferably in Europe).

### Key strengths:

- Ability to deal with hi-tech equipment
- Experience in product management (localization, certification, tutoring, tech support, etc.)
- Experience of hi-tech equipment promotion
- Experience in customer – oriented solutions development
- Communicative, team player
- High learning skills
- Ability to work under pressure

### Work experience:

#### Business Development Manager CIS

Russian rep. office of World diversified technology and manufacturing Leader. The company task was promotion and sales of equipment via a network of Partners.

November 2004 - now.

- Expansion of trading network: getting new VAPs, training and certification the staff, sales volume definition and control, etc.
- Support to Partners and Customers: support in negotiations and exhibitions, projects coordination, price regulation, system design, technical hotline, verification of ordering specifications, management of critical situations during equipment delivery, etc.
- Product promotion: preparing and participation in exhibitions, organization and leading seminars and road-shows, dealing with design bureaus and general constructors, etc.
- Product management: localization of products, documentation translation management, dealing with certification bodies, analyze of situation in the Market, working out arguments against competitors, etc.

#### Head of Technical Dpt

Siemens AG

Russian Divisional Unit of Siemens Building Technologies – Siemens department specializing in manufacturing of complex security systems. The company activities were sales of equipment, start-up, commissioning and hand-over to an End User. January 2000 – November 2004

- Management of technical team (4 field engineers + 1 IT specialist): coordination of job descriptions, resources evaluation and control, quality control, training assignment, etc.
- Product management: analyze and implementation of new products, working-out strategy for product introduction, coordination of product line handling and product localization
- Negotiations with Customers and Key Accounts, VAPs.
- Design of Customer-oriented solutions, cooperation with equipment R&D, coordination of system design, project management
- Organization of trainings, tutoring, certification of specialists

#### Commissioning Engineer

Cerberus AG

Russian Divisional Unit of Cerberus AG – European leader in manufacturing of complex security systems. The company activities were sales of equipment, start-up, commissioning and hand-over to an End User.

August 1998 – January 2000

- Site commissioning, configuring, programming, trouble shooting, bug fix, hand-over
- Negotiations with customers, system design, project management
- Product localization, SW translation and compilation, working out country-specific product versions adjusted to local regulations, translation of documentation
- Sales support, working out technical specifications for offers, arguments against competing brands

### Education:

- BSc, Engineering, Moscow State University of Electronic Engineering, 1995
- Professional Certificate in management, The Open University, 2004

**Languages:** fluent English, native Russian, entry level German

**Skills - PC** Advanced user: IBM PC HW, MS Office, Corel Draw, AutoCad, Adobe Photoshop, Adobe Acrobat, Passolo, Quark Express, Network administration, programming in VBA.