

Education

New Mexico State University, Las Cruces, NM, 2008-2011

Bachelor of Creative Media in Digital Filmmaking
GPA: 3.731

Employment

Milwaukee Tool, January 7, 2019-present

- 2021-present, Key Account Manager - Grainger, Central U.S.

Responsibilities include:

Leading a team across Central U.S. to research and uncover opportunities with Grainger National Accounts. Strategically plan and execute National, Regional, and Local initiatives to grow business within Grainger Commercial segments. Streamlining communication process between Grainger, National Accounts, and internal departments.

- 2019-present, Jobsite Solutions Territory Manager - Electrical, Dallas/Fort Worth, TX

Responsibilities include:

Generating demand with Electrical Users in the Region.
Working with Field and Product Development teams on market research and forecast.
Working with Trade Organizations to ensure brand awareness for upcoming trade professionals.
Recipient of 2021 Culture Coin Award.

- 2019, Territory Representative - IC, Dallas/Fort Worth, TX

Responsibilities include:

Growing and developing National, Regional and IC accounts with Mid-Year growth of 70%+.
Increasing Milwaukee market share by focusing on Plumbing, Electrical, HVAC and MRO trades.
Working with Distributors and End Users to drive Milwaukee's brand awareness.

Techtronic Industries North America, Inc., January 7, 2013-present

- 2019-present, Milwaukee Tool
- 2017-2019, Regional Manager, Northwest Texas/Oklahoma
- 2016-2017, Territory Manager, Northwest Texas/Oklahoma

Responsibilities include:

Leading \$80M+ territory of 14 people and 49 The Home Depot stores spanning across three states.
2018 TOP 3 Milwaukee Sales in the Nation; 2017 TOP 5 Milwaukee Sales in the Nation; 2016 TOP 3 Milwaukee Sales in the Division.
Working closely with Brands, Operations, Product Development, HR as well as The Home Depot teams.
Recipient of 2018 Circle of Excellence Award.

- 2016-2019, Lead Recruiter at New Mexico State University and University of Oklahoma

Responsibilities include:

Leading the effort of finding top talent.
Working with Career Services, College of Arts and Sciences and College of Business.
Scheduling classroom presentations, career fairs and other events.

- 2014-2016, Field Sales Representative, Leadership Development Program, Oklahoma City, OK
- 2013-2014, Field Sales Representative, Oklahoma City, OK

Responsibilities include:

Exponentially increased TTI business from \$4.8M to over \$7M through partnership with Regional Merchandising Manager, District Managers, District Execution Managers, and Store Management.
Brand portfolio includes Milwaukee, Ryobi, Ridgid Power Tools, Empire Level, Stiletto, Hart, Homelite, Arctic Cove, and STOK Grills.
Recipient of 2015 Circle of Excellence Award.

Knowledge and Skills

Languages

English
Russian

I am a native Russian speaker and have the ability to read and write in Russian.