

Chuchanov Pavel Sergeevich

Personal Information

Given Name: **Pavel**
Surname: **Chuchanov**
Date of Birth: 09.02.1986
E-mail: pch@live.ru
Cell Phone No: +7963-622-4666
Location: Moscow
Marital Status: Married
Linkedin / blog: www.pavelch.ru



Education

University: Moscow State University
Faculty: Mechanics and Mathematics
Department: Computational Mathematics and Cybernetics
Major: Applied Mathematics / machine search
Degree: Specialist
Period: 01.09.2003-01.06.2008

Previous Experience

From October 2009 to present time: **Microsoft RUS**, www.microsoft.com

Job title:

Partner Technology Advisor (Solution selling and Business development)

Main responsibilities

- Responsible for selling difficult business oriented products and partner's development in these areas. My areas are: Microsoft SharePoint, Microsoft Enterprise Project Management, Microsoft Business Analytics
- Partner's network development (mentoring, developing incentive programs, account planning and marketing)
- Evangelise Microsoft solutions at conferences, events, webinars and using other ways.
- Developing and managing accounts and applying new strategy of our solutions for them
- 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)
- Sales pipeline management (always keep it "Healthy")
- 5+ years of pre-sales and sales experience
- Strong presentation and product demonstration skills.
- SMART skills trainer (presentation power, social types and others)

From December 2007 to October 2009: **Microsoft RUS**, www.microsoft.com

Job title:

Partner Technology Specialist (Evangelism and Project management)

Main responsibilities

- 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

From May 2007 to December 2007: Allware

Job title:

SharePoint Engineer

Main responsibilities

- Developing for SharePoint
- Web-designing for SharePoint
- Project Management

From September 2006 to May 2007: NII at Moscow State University

Job title:

Developer

Main responsibilities

- Developing and solving machine learning algorithms for web-related problems

Skills

Main keys:

- High communication skill
- Pipeline management and leading big deals
- Strong presenting skill
- Good negotiation skill
- Goal-oriented and high self-driven, positive mind of view
- Time management
- People management

Extra Education

<u>Institution</u>	<u>Name of the course</u>
1st Russian Summer School In Information Retrieval, Ekaterinburg	Machine learning algorithms for web-related problems (Microsoft research) Microsoft technologies for web search
Project Management in IT (PMBook)	Microsoft Rus
Solution Selling Professional	Microsoft Rus
SMART Trainings	Microsoft Rus

Hobbies

- Family (kid 😊)
- Swimming
- Blogging / design