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VADIM KOREPIN

SKILLS & ABILITIES

Goal oriented presales and product marketing with 15-years successful experience in business applications software driving to market, implementing business software, deep knowledge in Microsoft Dynamics AX functionality and involve in presales and sales cycle processes.

Successful business development / presales / marketing and product marketing experience based on Microsoft business applications

Effective relationships management with customers, partners and vendors

Deep knowledge in supply chain management, production and budgeting.

High level of negotiations, presentations and communications capabilities.

Experienced coacher, mentor, and people manager.

EXPERIENCE

SENIOR FUNCTIONAL ARCHITECT FOR MICROSOFT

2016 - PRESENT

My key responsibilities:

Clients functional architect analysis, deep industry analysis, project quality checking

Deep involve in awareness and sales generated events.

Deep knowledge in retail, distribution, wholesale, manufacturing (food, process, discrete)

PRODUCT STRATEGY MANAGER FOR COLUMBUS IT PARTNER

2015 - 2016

My key responsibilities: deep industry analysis, product strategy creation, business development, presales and sales

Build out and execute a product strategy for all Columbus solutions from key industry point of view.

Deep industry analysis to detect key industry pain points. Creation and using presales and sales industry oriented presentations and marketing materials.

Deep involve in awareness and sales generated events.

Deep knowledge in retail, distribution, wholesale, manufacturing (food, process, discrete)

Major accomplishments:

Industry functional product map creation for food manufacturing and retail

Retail and wholesale analysis report with weak and strong points list from Microsoft

Dynamics AX point of view

Win 2 customers Eldorado Ukraine (more than 150 stores) \ NovaPoshta (more than 2500 departments). Involved as functionally architect for both projects.

BUSINESS DEVELOPMENT DIRECTOR FOR NAVICON GROUP

2012–2014

My key responsibilities: Business development, presales and sales

People management: 47 direct and indirect reported employees, team hiring and optimization

Build out and execute a presales and sales strategy for AX department in Navicon.

Working with telesales and sales team to support presales and sales processes for Microsoft Dynamics AX. Develop and execute marketing strategies to improve Navicon AX department positions on a marketing. Deep involve in awareness and sales generated events.

Deep knowledge in budgeting planning and execution processes. Successful create for Microsoft battlecard Microsoft AX Budgeting module versus IBM Cognos. Budgeting module win in 2 customers.

Major accomplishments:

Supported in all important AX sales to new and existing customers (well-known in Russia retail chain, 2 big FMCG and Food distributors)

Achieve and maintain 30% YoY AX sales growth.

Navicon made into top 5 AX Partners list

Self-development in budgeting functionality and successful AX exam pass.

TECHNOLOGY SOLUTION PROFESSIONAL FOR MICROSOFT BUSINESS SOLUTIONS RUSSIA

2007-2012

Key responsibilities: Presales and deep industry knowledge

Support sales and presales activities thru all steps.

Product launch and product marketing activities develop and support.

Drive Microsoft Dynamics AX to Russian market and participation in improving future product releases.

Microsoft platform adoption for partners and customers.

Partner's development in knowledge transfer, marketing events support and presales activities.

Continuously self-development in AX functionality and basic companies processes (finance, manufacturing, supply chain)

Customer and partner satisfaction.

Major accomplishments:

Launch Microsoft Dynamics AX 4.0 and Microsoft Dynamics AX 2009 on Russian market

Was personally engaged as a presales support in most MBS major deals, primarily from manufacturing, retail, distribution industry (average deal size from \$50k up to \$1.2M license revenue).

Support first 4 Russian projects for new Microsoft Dynamics AX 2012 release (before official go live date).

Create, develop and successfully execute different functional and technical demos based on customers' business scenarios.

Established trusted relationships with partners. Participated in marketing planning and presales activities planning together with partner's team.

My personal recognition:

Gold Star Award for 2008 and 2010 for excellent achievements in presales and launches.

Publish 2 books about Microsoft Dynamics AX 2009 and Microsoft Dynamics AX 4.0

PRODUCT SOLUTIONS MARKETING MANAGER FOR MICROSOFT BUSINESS SOLUTIONS RUSSIA

2003-2007

Key responsibilities:

Develop marketing and product strategies on Russian market

Participate to biggest Microsoft and MBS events in Russia and USA as a speaker

Driving co-selling

Focus on supply chain management and manufacturing areas

Major accomplishments:

Developed and managed Microsoft Dynamics AX academy course.

Improve quality of marketing presentations and presales presentations

Participation in product development

Speaking engagements:

Over 5 years of presentation and speaking capabilities. I spoke at great number of conferences and seminars ranging from industry specific events to general technology sessions: Adam Smith' Conference, Convergence in Seattle, Plekhanov Academy, Microsoft roadshow, partner workshops etc.

Training and Coaching:

Annually participated in assessment for MBS employees

Successful pass more than 10 Microsoft Dynamics Ax exams

CONSULTANT IN SCM AREA FOR KST CONSULTING COMPANY

2001-2003

Key responsibilities: ERP implementation, product development and manage SCM consultant team (3 consultant)

CONSULTANT, PROJECT MANAGER FOR 1C

1998-2001

EDUCATION

2001-2006 TAMBOV STATE UNIVERSITY, DEPARTMENT OF ECONOMIC: PHD in Economics

1996-2001 TAMBOV STATE TECHNICAL UNIVERSITY, DEPARTMENT OF ECONOMIC: Red Diploma (only excellent grades)

PERSONAL

Spoken and written business English