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### **Career Summary:**

Driven sales and business development professional with experience in full cycle SaaS sales, account management, and strategic partnerships. Accomplished healthcare sales executive with proven track record of success in lead generation, full sales cycle execution, and relationship management. Very passionate about building and fostering partnerships within disparate fields and verticals. Team leader with excellent communication skills.

### **Educational Background:**

University of Pittsburgh                      Pittsburgh, PA                      September 2011-April 2015  
*Bachelor of Science in Psychology, concentration in Natural Sciences.*  
Concentration of Study: Pre-Medical track.

Research: UPMC Presbyterian Neurosurgery Lab                      2013-2015  
*Worked with team of world-renowned Neurosurgeons on novel brain imaging project. Only non-Neurosurgeon on team.*

### **Employment History:**

#### Business Development Manager: IMO (1/2022 - Present)

- Took ownership of and developed sales strategy for brand new solution sales
- Sold into large hospital systems and IDN's
- Sold into C-Suite and Director level
- 100% of quota in pipeline for average sales cycle of 1 year

#### Strategic Partnerships/Scientific Operations Lead : nference (01/2021 - Present)

- Developed relationships with Top 5 Pharma organizations
- Expanded organizational outreach to Biotech vertical
- Directly involved in ~\$3M booked projects
- Built relationships with top Disease Specific Patient Advocacy groups
- Supported/ Fostered Health System Partnerships
- Developed organizational RFP/ Grant Program
- Built relationships with Philanthropic organizations, medical associations and government agencies.

#### Regional VP of Sales: Verinovum (01/2020- 1/2021)

- Helped develop sales strategy for new DCaaS platform (Data Curation as a Service)
- Sold into Health System and Payor space

- Helped pivot sales strategy during COVID pandemic
- Built in-roads and developed opportunities with largest Payors in territory
- Expanded offering to Medicare Advantage space
- Assisted in Business Development opportunities

Senior Account Manager: Omnitrac (08/2018- 01/2020)

- Focused on Account Management and leading their emerging Cloud solution line
- Migrated customers to recurring revenue Cloud solution
- Fostered and developed relationships between customers and Omnitrac.
- Exceeded quota requirements all quarters.
- 100% remote position.

Cloud Sales Specialist: Cloudfx (04/2018- 08/2018)

- Worked in both inbound and outbound sales roles for Cloud Services Provider
- Focused on AWS migrations and integrations
- Business development experience fostering partnerships
- Expanded offering to new verticals (Healthcare particularly)
- Call points to C-Suite
- Account management for existing and new accounts
- Represented organization at industry events
- Remote

Sales Executive: Healthjump (09/2016- 04/2018)

- Lead generation and business development for healthcare startup
- New business sales to the ambulatory space, \$1.8M in booked revenue
- Full sales cycle, from lead gen to close
- Built partnerships with healthcare/biotech vendors
- Call points to C-Suite
- Key member of macro-level company discussions: lead efforts in pricing structure change
- Remote

Skills:

- Great leadership skills, comfortable taking ownership of important projects
- Personable, build rapport quickly
- Excellent time management and organizational skills
- Strong presentation abilities
- Very positive attitude and easy to work with
- Driven and a quick learner

