



Mr. Alexander V. Frolov

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Work experience - 27 years. High Education 1979-1984, graduated as telecom engineer.

Expert of The Russian Physical Society since 1993. The World Medal of Freedom by American Biographical Institute in 2006. Listed in ONE THOUSAND GREAT INTELLECTUALS of 2002 by Cambridge

**December 2015 – Febr. 2019**, Action-Media JSC, Russia, [action-media.ru](http://action-media.ru) Skills: The sales manager of professional electronic magazines and soft products for accountants, financial directors and lawyers. Nominated as the Best sales manager in 2016, 2017.

**September 2013 - December 2015**, Industry Service JSC, Russia, Leading Specialist, Commercial Department. Skills: Deliveries of industrial equipment and spare parts for cement plants and other enterprises. Presentations, negotiations, preparation of technical and commercial proposals, work with drawings and estimates. Participation in tenders. Development of relations with customers and suppliers, B2B, industrial cooperation in complex international equipment orders. Work with foreign suppliers on the import of equipment (English), maintenance of supply contracts. Responsibilities: finding new customers, conducting export sales of products or import up to Customer needs, negotiating, edition of the contracts, controlling the supply of goods.

**February 2001 – Dec. 2015** CEO, Faraday Ltd. Research company, St. Petersburg, [www.faraday.ru](http://www.faraday.ru) Skills: search for Customers on scientific innovation projects, negotiations and organization of financing, execution of contracts with customers and subcontractors, organization of design work in the lab, participation in product testing, export, team leadership.

Special experience: Publisher and Editor of international magazine about new technologies, English version. Experienced in scientific, technical and patent text translation.

**June 1994 – Jan. 2001**, Telecom companies in St. Petersburg. Engineering projects with radio-relay equipment and telecommunication systems. Installation and configuration of telecommunication equipment, maintenance of the equipment. Newbridge Alcatel Nokia Tadiran hardware.

**Interested in remote job as research scientist, field service engineer, sale support, sales development representative in Russia, engineering project manager. Native level fluency in Russian and intermediate English. Ready to relocate.**

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