

# RAMILYA BAKIYEVA

San Jose, CA | [hello@ramilya.tech](mailto:hello@ramilya.tech) | [LinkedIn](#) | [GitHub](#) | [ramilya.tech](#) | US work authorized

Technical Sales Professional with 5+ years driving consultative sales and hands-on cloud/CS foundations. At P&G, exceeded quota by 30%+ consistently, delivering +140% YoY growth and earning the Eastern Europe CEO Award (top 1% of 1,500 employees). Completed Harvard CS50x (2026) and AWS Cloud Practitioner coursework, built and deployed 3 technical projects demonstrating AI strategy analysis and revenue intelligence.

## TECHNICAL CERTIFICATIONS AND PORTFOLIO PROJECTS (DEPLOYED)

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- [Harvard CS50x Introduction to Computer Science \(2026\)](#) | [Final Project Video](#)
- [AWS Cloud Practitioner](#) - Udemy coursework completed (2026).
- [AI Strategy Analyzer](#) - Interactive app on AI adoption trends, sector maturity. Stack: Python, Streamlit.
- [Revenue Intelligence Dashboard](#) - Full-stack sales analytics dashboard. Stack: Python, data modeling.
- [AI Startup ROI Mapping](#) – Ecosystem analysis mapping leading AI startups to business use cases with ROI.
- [Bootcamp in Big Data Analysis \(Power BI, SQL, Excel\)](#) - Top Student Certificate.
- AI-Powered Agentic Job Search Infrastructure (OpenClaw): Led incubation-to-production of automated GenAI job search system: 200+ job URLs verified, 75%+ reduction in prep time; deployed privacy-first agentic AI on hardened Linux with secure credential management

## TECHNICAL AND SALES SKILLS

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- **Tools & Analytics:** Salesforce CRM, SQL, Python, Streamlit, AWS, Google Workspace, HubSpot, Power BI.
- **AI & Platforms:** Agentic AI (OpenClaw, n8n, Manus, Claude Cowork), GenAI, LLM prompt/context engineering.
- **Business & Sales:** Account Executive, Consultative Selling, Discovery & Needs Assessment, Customer Relationship Building, Value Proposition Development, Solution Selling, Cross-Functional Collaboration, Data-Driven Decision Making, Fast Learner, Adaptability, Change Management.

## PROFESSIONAL EXPERIENCE

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**ALGEBRAS AI | Backed by Global 500 | GDC 2026 | Business Development (Contract)** March 2026-Present

- **Generated 130+ qualified leads at GDC 2026** through direct outreach and on-site engagement. Conversion tracking in progress.

**PROCTER & GAMBLE EASTERN EUROPE**

November 2021 - April 2025

**Senior Account Executive | \$20MM Enterprise Portfolio**

April 2024 – April 2025

- **Managed a portfolio of 40 enterprise** retail partnerships, delivering +50% revenue growth in 6 months through strategic account planning and identifying expansion opportunities across existing accounts.
- **Developed sales enablement framework** and playbook for 10 account reps, improving win rates by +25% and accelerating deal velocity through repeatable prospecting, discovery, and closing processes.
- **Built Power BI and Excel dashboards** to track account performance and pipeline health, increasing product availability by 10ppt and driving +3ppt market share growth with top-tier accounts through data-driven upsell.

**Enterprise Account Manager | \$11MM Strategic Partnership**

November 2021 – April 2024

- **Delivered +140% YoY revenue growth** and +2ppt market share through consultative selling, joint business planning, and data-driven account strategies.
- **Earned CEO Award (top 1%)** for driving +190% e-commerce channel growth and \$2MM+ incremental revenue.
- **Launched 20 nationwide digital retail campaigns**, averaged 400–500% ROI, optimizing targeting and creative to maximize conversion and customer value.

**UNIVERSITY OF INTERNATIONAL BUSINESS | Senior Instructor**

September 2020 - October 2021

- **Designed and facilitated "Business English & Professional Communication"** workshops for 300+ undergraduates, coaching students on persuasive writing, negotiation tactics, and executive-style presentation structures.

## EDUCATION

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- **UNIVERSITY OF TARTU** | *Master of Arts in Literature, Cum Laude* Graduated 2020
- **NAZARBAYEV UNIVERSITY** | *Bachelor of Arts in Economics, Cum Laude* Graduated 2017
- **EXCHANGE PROGRAMS:** UNIVERSITY OF WISCONSIN-MADISON, CHRISTIAN-ALBRECHT UNIVERSITY OF KIEL

## VOLUNTEER EXPERIENCE

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**AIESEC | World's largest youth-led nonprofit (126 countries)**

2014 – 2016

**President & VP Business Development**

- **Cold-called 50+ companies**, closed 3 corporate sponsorships totaling \$4,400 (100% of annual budget).
- **Hired, managed, onboarded, and coached 70+ volunteers** on prospecting, discovery calls, and objection handling.
- **Organized events** reaching 500+ participants (Youth2Business Forum, Development Leadership Day, Global Village).