

Artemiy Mokhov

Product Owner

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SUMMARY

Self-started and forward thinking Project Manager with 9 years of experience in digital transformation projects.

PROFESSIONAL EXPERIENCE

Aquiva Labs, (Portugal) - Salesforce consulting and product development outsourcing partner.

Product Owner

January 2020 – May 2024

- Unlocked additional \$160k of revenue with 25% margin by building customer relationships and creating a long-term roadmap for **Four Seasons** property management solution.
- Strengthened Hospitality industry NPS by 5% by addressing customer feedback resulting in long-term **Four Seasons** engagement.
- In 2 months delivered an MVP of hotel loyalty portal with 15000 MAU, by creating a product vision in a high uncertainty environment.
- Developed Sales Intelligence App with 30k users for **IBM** by managing a cross-functional team and customer C-level executives.
- Generated \$60k of additional revenue (+5%) for the Regional Development Business Unit by initiating AI PDF generation solution development, negotiating extra resources from local executives.
- Formed and managed team of 10 people (Devs, QA, SA, UI/UX): including hiring, on-boarding, training and coaching.

General Electric, (Russia) - industrial machinery manufacturing

Business Analyst (Contract)

March 2019 – October 2019

- Cut Time & Attendance department costs by 30% by developing a unified interface for workload tracking system integrated with accounting module by API.
- Cut internal approval time by 50% by automating electronic signature issuance in collaboration with the Internal Security department and external vendors.

Customertimes, (Russia) - IT Services and IT Consulting.

Consultant

February 2017 – March 2019

- Raised distribution network cross-sell rate by 15% by developing a set of automated marketing journeys for **Philip Morris** Marketing department.
- Developed solution for Orchestrated Clinical Trials Automation at **IQVIA** used in more than 1700 trials affecting 170k patients and health care professionals.

HIGHER EDUCATION

California Lutheran University (United States)

August 2015

Masters Degree in Business Administration with Emphasis on IT management.

Moscow University Named After SU Vitte (Russia)

June 2013

Bachelor's Degree in Finance Management.

SKILLS

Languages: English (Fluent), Russian (Native).

Technical skills: Requirements Gathering, Product Backlog, Product Roadmap, Business Analysis, Stakeholder Management, Prioritization, Agile Project Management.

Expertise in: Hospitality, Health and Life Science, Sales and Training

ADDITIONAL

Volunteered as a Sailing Trainee on STS Sedov, the largest traditional sailing ship in operation. Engaged in several non-professional sailing regattas as a crew member.