# **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.