

MARGARITA ANISIMOVA

margarita@anisimova.me.uk

www.linkedin.com/in/margarita-anisimova

<https://anisimova.me.uk/>

[07950672482](tel:07950672482)

Highly professional, self-motivated, customer centric third-year student with one year's experience in the IT industry working for one of the largest premier brand software vendors. I would consider myself to be an articulate, results driven individual that understands the importance of working to tight deadlines. Looking for an opportunity in sales or customer success roles in the IT industry with a challenging fast-paced working environment.

EDUCATION

UNIVERSITY OF SURREY, BSc IN BUSINESS MANAGEMENT

OCT 2019-JUL 2023

- Financial accounting, Business Decision Making, Organisational Behaviour and Analysis, Marketing Principles Fundamentals of Business Management

QUEEN MARY UNIVERSITY OF LONDON, IFP BUSINESS MANAGEMENT

SEP 2018-JUN 2019

- Foundation Certificate with Merit
- Management, Marketing, Applied Mathematics for Business, Independent Study Project; average of 70% across listed modules

TECHNICAL SKILLS AND CERTIFICATIONS

- SAP BI
- SALESFORCE
- EXCEL
- POWER POINT
- GOOGLE ANALYTICS
- SQL
- HUBSPOT CRM
- CUSTOMER SUCCESS ONBOARDING GUIDE
- TAM ORGANIZATION ONBOARDING
- MULTI-CLOUD SOLUTION - FIELD SALES
- VMWARE APPLICATION MODERNIZATION: CORE TECHNICAL SKILLS
- VMWARE DATA CENTER VIRTUALIZATION FUNDAMENTALS

CAREER HISTORY

EMEA RENEWALS SALES INTERN, VMWARE (PLACEMENT YEAR)

JUL 2021-AUG 2022

- Created **Quarterly Business Reviews** for VMware's top EMEA Partners and Distributors
- Created regional dashboards for VMware's top EMEA Partners
- Successfully **presented** QBR presentations to VMware's top EMEA Partners
- Shadowing renewals sales reps, sales training, Technical Account Manager training, IT training
- Analysed VMware's renewals trends, product trends and moving to SaaS trends
- Supported and pulled data for EMEA Renewals Channel Director
- Experienced user of Excel, SAP BI and **Salesforce**
- **Lead** multiple webinars and organised internal speakers for Mental Health First Aiders Coordinators team
- Participated in the hiring process and trained new intern
- Created onboarding documentations for future interns

INTERNATIONAL STUDENT AMBASSADOR, UNIVERSITY OF SURREY

NOV 2019-PRESENT

- Hosted multiple webinars for prospective students, which developed my communication and leadership skills by interacting with agencies and prospective students both virtually and face-to-face
- Responsible for writing weekly blog posts on the "**Surrey Meets Russia**" website, where I shared my journey as a Russian student, developing my **copywriting** and teamwork skills by working in an office with my supervisors and other ambassadors

INTERNSHIP EXPERIENCE UK: CONSULTING, BRIGHT NETWORK

Jul 2020

COMPLETED THE THREE DAY CONSULTING INTERNSHIP EXPERIENCE BY BRIGHT NETWORK

- I have gained collaborative skills by completing a real world consulting task with **PwC**, and how to effectively communicate in a session with **Accenture**

INTERNSHIP EXPERIENCE UK: BUSINESS, OPERATIONS AND MARKETING, BRIGHT NETWORK

Jul 2020

COMPLETED THE THREE DAY BUSINESS, OPS AND MARKETING INTERNSHIP EXPERIENCE BY BRIGHT NETWORK

- Took a part in skills sessions with **Google**, **P&G**, Enterprise and other top firms
- Completed a marketing work sample for **Enterprise Rent A Car**, where I proposed a new marketing strategy

AWARDS AND SKILLS

AWARDS **Global Graduate Award in Sustainability Stage 1**, was taught how companies can apply more sustainable practices into their businesses and how consumers can be more environmentally aware

SKILLS Corporate Communications, Time Management, Teamwork, Analytics, Problem Solving, Public Speaking

LANGUAGES English (Full professional proficiency), **Russian** (native), French (A2 level)

VOLUNTEERING EXPERIENCE

MENTAL HEALTH FIRST AIDER COORDINATOR

SEP 2021- JUL 2022

- Organised bi monthly webinars with internal speakers
- Collaborated with multiple employee-driven groups
- Lead internal webinars for Mental Health First Aiders

THE PIGGOTT SCHOOL MOCK INTERVIEWS AND CVs VOLUNTEERING

Jul 2022

- A one day volunteering experience at the Piggott School interviewing year 12 students

Room Lead for VMworld (VMware Explore)

- Ensured that internal VMware speakers came to the session on time, covered participant's attendance

POSITIONS OF RESPONSIBILITY

INFINITE QUEST (STUDENT-RUN BUSINESS), Co-VICE PRESIDENT

JAN 2020- JAN 2021

- Hosted several events such as Bootcamp Day, e-business evenings and start-up lunches. Responsible for inviting the speakers and creating an event's schedule, this has developed my teamwork and **communication skills**

BARCELONA MODEL UNITED NATIONS (MUN), SECURITY COUNCIL

Nov 2016

- As a delegate of the Security Council, I was responsible for representing Uruguay and debating on several resolutions. Debating with other delegates and representing interests of another country has developed my leadership skills

INTERESTS

Outside of work I like to play tennis with friends and I enjoy cooking and hosting dinners

REFERENCES

CHARLEY WOODWARD - DIRECTOR EMEA RENEWALS VMWARE
