

# Alina Reyzelman

[www.alinareyzelman.com](http://www.alinareyzelman.com)

## Contact

Phone

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## Skills

Leadership

Sales & Marketing

International Business

Business Planning

Account Management

New Client Development

Strategic Partnerships

Operations

Business Growth

Market Analysis

## Languages

English

Russian

Spanish

## Education

**2012-2019 Kings College**

**University of London**

PhD/MPhil – foreign policy

**2001-2003 Moscow State**

**Institute**

Master's in Economics

**1996-1999 Eastern Oklahoma**

**State College**

BA in Business Administration

Corporate executive, sales and business development professional with broad experience in strategic sales, business growth, operations, leadership and staff coaching. Results-oriented executive with demonstrated success in startup operations. Strategic, decisive and motivated business leader focused on complex deals and executive management. 10+ years of experience managing and scaling a successful sales team in high growth environment; 15+ years of being a top sales producer.

## Work History

### Entrepreneur and Advisor (2018-current)

Los Angeles, CA

- Developed key operational initiatives to launch new businesses, platform development, market assessment, competitor intelligence.
- Consulting startups and individuals on business development and growth, wealth management, relocation and operations.

### Sr Vice President/Head of Russia & CIS (2007-2018)

Wood Mackenzie, Moscow-London-Edinburgh

- Produced \$120m in revenue over 10+ years.
- Responsible for 10-50% growth yoy.
- Executed go to market strategy and business plan.
- Hired and managed 50+ people, monitored team performance metrics.
- Successfully completed expansion into Caspian region.
- Represented business at global level at Regional Leadership meetings.
- Created strategic partnerships with third party channel sales.
- Coached direct reports and peers in Moscow, London, Dubai and Abuja.

### Business Development Manager (2003-2007)

Shell Global Solutions, Moscow-Amsterdam-London

- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Marketed and sold consulting projects, landing \$20m in company revenue.
- Worked closely with Shell Upstream by networking and analyzing potential JV's and partnerships in the region.

### Project Management Specialist (2000-2003)

TNK-BP, Moscow, Russia

- Supported senior executives and committees for major enhancement projects (ex. Ryazan Refinery Upgrade program). Problem-solving mindset, solutions orientated specialist. Closely collaborated with project members to identify and quickly address problems.