

Andrew Novotorov

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Professional Summary

Experienced Business Development Associate who is strong at utilizing current trends to develop sales projections worldwide. Dedicated Business Development Executive who has networked with some of the most significant corporate executives in the United States and abroad. Specializes in developing new business relationships, contracting and contract negotiation work.

Core Qualifications

- Great experience in creating business partnerships in US and abroad.
- Exceptional communication abilities, strong at giving important presentations
- Able to work effectively as an independent or part of a team
- Expert in utilizing Microsoft productivity software and website development in different languages
- Dedicated to meeting all company production goals and deadlines
- Excellent computer and mobile technology skills
- Strong analytical and research skills with experience in data collection, data miners, interpretation, and analysis with spreadsheets and pivot tables, dashboard and Power Point Presentation
- Proficiency in statistics with advanced usage of SAS, SPSS, PASW and Excel applications
- Scientific knowledge in online survey products Access and MySQL

Experience

VP Technologies LLC

Carlsbad, California

Vice President of Export

2013 - Present

- Successfully negotiated and set-up trade deals ranging from \$2 mln to \$120 mln in India and China
- Recently developed website to introduce product to new international markets, secured and set up trade deals for the export of construction materials from North America to India and the Philippines
- Developed and maintained a solid network of global contacts with companies from Asia, the Middle East, Europe and North America
- Started and successfully managed an export company branch in Florida for five years; took sales from zero to over \$7.5 million
- Developed advanced knowledge of international business law, global economics, banking and finance, international marketing, traffic/customs, freight forwarding, sales/distribution channels and customs regulations

“AVN” Consulting – Developmental Technologies LLC

Bradenton, Florida

Agricultural Research and Development Consultant

2010 - 2013

- Conducted research experiments, data collection and analysis
- Maintained data integrity during extraction, processing, analysis, and storage
- Customer relations for farmers with inquiries for both owned and new farm irrigation equipment
- Work with customer groups, developing resource and learning materials, analyzing risks associated with clients and consumers, and presenting appropriate recommendations for new production projects.

“AVN” Consulting – ISLE Horse Racing Track

Pompano Park, Florida

Food Production Project Developer

2009-2010

- Involved in farm evaluation and inspection, making recommendations on food production
- Full report on characteristics of land, buildings, facilities and production plan
- Responsible for identifying all new business and opportunities in Horse Racing Track restaurants.
- Maintained an extensive database of prospective customers and potential projects coming up for bid

“AVN” Consulting – Krause Corporation

Hutchinson, Kansas

Business Development Associate

2007-2009

- Responsible for increasing net sales profits of tillage equipment by 14 percent in Ukraine and Russia.
- Maintained a strong network of business contacts that grew significantly with each trade show.
- Negotiated two of the largest sales agreements that the company had ever won in former USSR markets.
- Responsible for developing a strong professional network and utilizing that network to bring in new business referrals on a regular basis.

“AVN” Consulting – Osborne Industries Inc.

Osborne, Kansas

Sales Advisor

2006-2007

- Part of a team that worked to become a steady recipient of government contract opportunities in Ukraine.
- Assisted in developing comprehensive call lists that would eventually be utilized by the sales staff.
- Responsible for logging all new customer inquiries and passing those inquiries on to the trade professionals.
- Positively engage members to promote and increase sales of farm machinery product.

“AVN” Consulting – Golden Bison

Omaha, Nebraska

Business Development Associate

2005-2006

- Responsible for choosing the staff for each trade show booth and monitoring all activity at each booth.
- Introduced the sales department to four of the largest ongoing sales agreements the company has ever seen.
- Responsible for creating a network of professional contacts that consistently resulted in solid referrals.
- Prepare and demonstrate food and vendor product to club members for the purpose of promoting sales.

“AVN” Consulting – Summers Manufacturing Co.

Devils Lake, North Dakota

Business Development Executive

2004-2005

- Worked with property owners to identify potential housing development opportunities in Ukraine, Russia and Kazakhstan.
- Responsible for maintaining a database of ongoing development activities of the company as well as the competition in selling tillage equipment and sprayers.
- Constantly created and delivered presentations for potential clients and was part of the team that gave the actual product demonstrations in trade shows.
- Coordinate activities with the inventory and adhere to dress code in Rostov, Russia.

Education

Doctoral Degree – Agricultural Education/Extension

Iowa State University

2001

Ames, IA

Additional Training

- International Business, University of New Mexico – Certificate, 2016
- SOC103 Global Social Change – Certificate, 2016
- DAT207x: Analyzing and Visualizing Data with Power BI – Certificate, 2016
- DAT206x: Analyzing and Visualizing Data with Excel – Certificate, 2016
- CANVAS Learning Management System – Certificate, 2015
- E-Certified Instructor, State College of Florida, 2014
- “Corporate Governance, Risk and Compliance: The Root Cause of Financial Liquidity Crisis” Internet Based Virtual Seminar - Certificate, 2009
- Training Program in Farm Management, Iowa State University – Certificate, 1996
- Agricultural Banking Credit and Finance School, Iowa State University – Certificate, 1993.
- The 1st class Masonry Bricklaying– Certificate, 1987