ISLAM SEITOV

Languages: English (C1 Fluent) • Russian (Native) • Kazakh (Native)

Enterprise Account Executive | B2B SaaS, Cybersecurity & AI

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$400K Net-New ARR 40% MARGIN · FORTINET TIER-1	**$1.5M+ Cold Pipeline** SELF-SOURCED OUTBOUND	**120% Quota Hit** 19% COLD-TO-SIGNED CVR	**3–15 Month Cycles** CIO · CISO · PROCUREMENT

EXECUTIVE SUMMARY

Full-cycle Account Executive with 6+ years selling Enterprise Cybersecurity and B2B SaaS. Closed **$400K in net-new ARR at 40% gross margin** at JK & Partners (Fortinet Lead Partner) and hit **120% quota with a 19% cold-outreach-to-contract conversion rate** at Skillbox. I build my own outbound pipeline in Clay, Apollo.io, and LinkedIn without waiting on SDRs. In 2025–2026, I took a hands-on engineering year to build and deploy a multi-agent AI system in Python, FastAPI, and Docker, so I can discuss APIs, LLM routing, and security architecture directly with CTOs and CISOs on the first call. Available immediately for Global Remote roles (Deel / B2B contractor).

CORE COMPETENCIES & STACK

Enterprise Sales & Closing: Full-Cycle B2B & B2G Sales, Cold Outbound Prospecting, C-Level Negotiation (CIO, CISO, HRD), MEDDIC & SPIN, Commercial & SLA Structuring, Live Product Demos

Outbound & CRM Stack: Clay, Apollo.io, LinkedIn Sales Navigator, Hunter.io, HubSpot CRM, Close, Kommo, Jira, Notion, Slack

Technical & Infrastructure Stack: Python, FastAPI, Multi-Agent AI Routing (OpenRouter, Vertex AI), REST APIs & Webhooks, PostgreSQL / Supabase, Docker Compose, Caddy, Fortinet Network Security (FCF)

PROFESSIONAL EXPERIENCE

Founder & AI Infrastructure Builder (R&D Project) — Stratapp (stratapp.app) — **Feb 2025 – Jun 2026 | Remote**

- **Multi-Agent AI Backend:** Built and deployed a multi-agent AI system from scratch using Python, FastAPI, and OpenRouter/Vertex AI fallback to gain hands-on mastery of modern AI infrastructure.
- **Cloud & Database Ops:** Set up the full Linux production stack on Docker Compose, PostgreSQL/Supabase, Caddy reverse proxy, and Sentry/Prometheus monitoring.
- **Outbound & Workflow Automation:** Wired REST APIs, webhooks, Clay, and Apollo.io into automated data-enrichment pipelines and ran 50+ technical workflow audits with B2B founders.

Enterprise Account Executive & KAM — JK & Partners (Fortinet Lead Partner) — **Oct 2023 – Feb 2025 | Astana**

- **$400K Net-New ARR (40% Margin):** Sourced and closed $400K in enterprise cybersecurity contracts primarily from cold outbound, beating quarterly sales targets across the 16-month tenure.
- **Enterprise & B2G Deal Cycles:** Ran full-cycle MEDDIC deals (up to 15 months from first touch to tender sign-off) across 5+ Tier-1 enterprise and government accounts with CIOs, CISOs, and Procurement.
- **Security Scoping & Rollout:** Scoped Fortinet network security deployments around strict compliance and SLA rules; coordinated pre-sales engineers from POC testing through final delivery.

Business Development Manager — Digital Media Holdings (Global AdTech Network) — **Aug 2022 – Aug 2023 | Almaty**

- **3 New Market Launches (250% ROI):** Launched B2B partner acquisition across 3 international regions, generating 250% ROI on CPA and RevShare deals within 12 months.
- **Partner Deal Desk:** Sourced, negotiated, and signed high-volume revenue-share contracts; worked daily with analytics and media-buying teams to hit partner traffic targets.

Account Executive / Key Account Manager — Skillbox (Corporate EdTech SaaS) — **Jul 2021 – Jul 2022 | Almaty**

- **19% Cold-to-Contract Conversion:** Signed B2B corporate partnership agreements on 19% of cold enterprise accounts (65% corporate tuition benefit tier) across 10+ Tier-1 companies, hitting 120% of quota.
- **Recurring Seat Expansion ($5K/mo per Enterprise):** Converted over 50% of signed corporate partners into active buyers; large enterprise clients purchased ~10 training seats/month at a $500 average ticket.

B2B Sales Executive — Zapis Business Systems (Vertical B2B SaaS) — **May 2020 – Jul 2021 | Almaty**

- **40+ SMB Clients & Fastest Ramp:** Set the company record for fastest first deal closed after onboarding; cold-called, demoed, and closed 40+ SMB SaaS subscriptions.

CERTIFICATIONS & EDUCATION

Fortinet Certified Fundamentals in Cybersecurity (FCF) — Fortinet Network Security Institute

Al-Farabi Kazakh National University — Sociology & Quantitative Research Analytics — **Almaty, KZ**