ISLAM SEITOV

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

Enterprise Key Account Manager | Retention, Expansion & B2B SaaS

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120% Quota Hit 50%+ PARTNER ACTIVATION	**$5K/mo Per Enterprise** 10 SEATS/MO · $500 AVG CHECK	**$400K Enterprise ARR** 40% MARGIN · 5+ TIER-1 LOGOS	**19% Cold-to-Signed** CIO · CISO · HRD · FOUNDERS

EXECUTIVE SUMMARY

Enterprise Key Account Manager with 6+ years managing, activating, and expanding B2B SaaS and Cybersecurity accounts. At Skillbox, I signed 19% of cold corporate targets onto B2B partnership agreements and **activated over 50% into recurring buyers (~10 seats/month at a $500 average check), hitting 120% of quota**. At JK & Partners (Fortinet), I managed **$400K in high-margin (40%) Enterprise ARR** across 5+ Tier-1 enterprise and government clients. In 2025–2026, I took a technical R&D year to build multi-agent AI systems and Docker/Linux infrastructure, so I can resolve API, integration, and security questions directly with technical stakeholders. Available immediately via Deel or B2B contract.

CORE COMPETENCIES & STACK

Account Management & Growth: Tier-1 Account Ownership, Partner Activation & Seat Expansion, Contract Renewals, Executive QBRs, SLA Governance, NPS & Utilization Tracking

CRM & Revenue Operations: HubSpot CRM, Close, Kommo, Clay, Apollo.io, LinkedIn Sales Navigator, MEDDIC Account Planning, Jira, Notion, Slack

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

PROFESSIONAL EXPERIENCE

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

- **Hands-On AI & Infrastructure Engineering:** Built and deployed a multi-agent AI platform (Python, FastAPI, OpenRouter/Vertex AI, PostgreSQL/Supabase, Docker) to master modern AI and cloud architecture.
- **50+ Operational Workflow Audits:** Ran 50+ technical audits with B2B founders to map internal bottlenecks, configure custom AI agents, and troubleshoot API/webhook integrations.
- **CRM & Signal Automation:** Built automated workflows in Clay and Apollo.io to track account activity and trigger timely follow-ups.

Enterprise Key Account Manager (Cybersecurity) — JK & Partners (Fortinet Lead Partner) **Oct 2023 – Feb 2025 | Astana**

- **$400K Tier-1 Account Portfolio (40% Margin):** Primary commercial contact for 5+ Tier-1 enterprise and government accounts across 3–15 month lifecycles, delivering $400K in ARR at 40% gross margin.
- **C-Level Reviews & Account Expansion:** Held quarterly security reviews with CIOs, CISOs, and IT Directors to expand initial Fortinet deployments into multi-product licenses.
- **SLA & Delivery Coordination:** Managed pre-sales engineers, hardware logistics, and implementation teams from tender sign-off through production rollout.

Partner Account & BD Manager — Digital Media Holdings (Global AdTech Network) **Aug 2022 – Aug 2023 | Almaty**

- **Partner Scaling (250% ROI):** Onboarded, retained, and scaled B2B RevShare and CPA partners across 3 international regions, working with analytics teams to hit 250% ROI.

Key Account Manager (B2B SaaS) — Skillbox (Corporate EdTech SaaS) **Jul 2021 – Jul 2022 | Almaty**

- **50%+ Partner Activation & $5K/mo Run Rate:** Activated over half of all signed B2B corporate partners into recurring buyers; large enterprise accounts bought ~10 courses/month at a $500 average check (120% quota).
- **19% Contract Conversion & QBRs:** Signed B2B partnership agreements (65% corporate discount tier) with 19% of cold enterprise targets across 10+ Tier-1 companies; ran QBRs with HRDs to grow seat utilization and NPS.

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

- **40+ SMB Accounts Onboarded:** Closed, onboarded, and trained 40+ SMB SaaS clients after setting the company record for fastest first deal.

CERTIFICATIONS & EDUCATION

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

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