ISLAM SEITOV

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

Business Development Manager (BDM) | Outbound, Partnerships & New Markets

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250% Launch ROI 3 INTERNATIONAL MARKETS	**$400K Net-New ARR** 40% MARGIN · COLD OUTBOUND	**19% Cold-to-Signed** 50%+ PARTNER ACTIVATION	**120% Quota Hit** $5K/MO ENTERPRISE ACCOUNTS

EXECUTIVE SUMMARY

Business Development Manager with 6+ years launching new regional markets, building B2B partner networks, and closing enterprise deals from cold outbound. Delivered **250% ROI across 3 international market launches** (Digital Media Holdings), closed **$400K in net-new cybersecurity ARR at 40% margin** (JK & Partners / Fortinet), and converted **19% of cold corporate targets into signed B2B partners** at 120% quota (Skillbox). In 2025–2026, I spent a year hands-on building multi-agent AI systems and Linux/Docker infrastructure, giving me the technical depth to scope API partnerships and automate outbound in Clay and Apollo.io without engineering help. Available immediately via Deel or B2B contract.

CORE COMPETENCIES & STACK

Business Development & GTM: New Market Launches, B2B Corporate Partnerships, RevShare & CPA Deal Structuring, Cold Outbound Hunting, Enterprise & B2G Sales, MEDDIC & SPIN

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

Technical & Infrastructure Stack: Python, FastAPI, Multi-Agent AI Routing (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**

- **AI Agents & Backend Engineering:** Focused on hands-on software engineering; built and shipped a multi-agent AI platform in Python and FastAPI with OpenRouter and Vertex AI routing.
- **IT Infrastructure & DevOps:** Deployed and maintained the full server architecture on Docker Compose, PostgreSQL/Supabase, Caddy, and Prometheus/Sentry.
- **Automated Lead & API Workflows:** Built custom Clay and Apollo.io enrichment pipelines connected via webhooks and ran 50+ technical workflow audits with B2B founders.

Business Development & Enterprise AE — JK & Partners (Fortinet Lead Partner) **Oct 2023 – Feb 2025 | Astana**

- **$400K Cold-Sourced ARR (40% Margin):** Broke into 5+ Tier-1 enterprise and government accounts via cold outbound, closing $400K in net-new cybersecurity ARR at a 40% gross margin.
- **Vendor & Distributor Co-Selling:** Worked with Fortinet channel managers, hardware distributors, and pre-sales engineers to win multi-stage enterprise tenders (up to 15-month cycles).
- **C-Level Commercial Terms:** Negotiated pricing, multi-phase delivery schedules, and SLA terms directly with CIOs, CISOs, and Procurement.

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

- **International Market Expansion (250% ROI):** Launched GTM operations across 3 new geographic regions from scratch, hitting 250% ROI across CPA and RevShare partner channels.
- **B2B Partner Acquisition:** Prospected, negotiated, and scaled custom RevShare deals with regional traffic partners; coordinated analytics and media-buying teams to speed up partner activation.

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

- **19% Cold-to-Partner Conversion (120% Quota):** Signed B2B corporate partnership agreements with 19% of cold-prospected companies (structuring 65% corporate discount programs) across 10+ Tier-1 accounts.
- **50%+ Partner Monetization ($5K/mo Volume):** Over half of signed corporate partners converted into recurring buyers, with large enterprises purchasing ~10 courses/month at a $500 average check.

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

- **40+ SMB Accounts Closed:** Set the company record for fastest time to first deal; cold-prospected, demoed, and onboarded 40+ local B2B SaaS businesses.

CERTIFICATIONS & EDUCATION

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

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