

Résumé



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Leo Rudnitsky, MA

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“Results driven, multi talented professional with a wide array of experience. Exceptional abilities to think strategically and work with cross functional teams. Nonstop eagerness to learn and teach.”

Professional Experience



02/2020 – present

SaaS Sales Manager

Walls.io GmbH, Vienna, Austria

<https://walls.io>

- Responsible for entire sales cycle from reaching out to Freemium software signups to closed deals. Utilize various products in my sales stack to engage each prospect as intimately as possible.



08/2019 – 01/2020

Sales Manager

WeAreDevelopers GmbH, Vienna, Austria

www.wearedevelopers.com

- Established, developed and nurtured global partnerships with C-levels in the startup world.



04/2018 – 08/2019

Voiceover, US TV Show actor (House Hunters International), Personal Website Development and Marketing, Blog <http://www.rudnitsky.at>



08/2011 – 04/2018

Manager

Belvedere Appartementvermietung GmbH, Vienna, Austria

www.belv.at

- Account Manager, Sales, Marketing



06/2001 – 10/2009

Hotel/Restaurant career from dishwasher to Head Chef

- Various hotels/restaurants in California and New York

Education

	02/2019 – 03/2019	IPMA Standard Post Graduate University Project Management Course - Incomplete Karl-Franzens-University Graz
	10/2012 – 01/2015	MA – International Management & Leadership Lauder Business School, Vienna
	10/2009 – 07/2012	BA – International Business Administration Marketing, Lauder Business School, Vienna – Class President
	08/2008 – 09/2009	Dietetics (Interrupted due to move to Vienna) San Francisco State University, California, USA
	08/2001 – 05/2008	General Education Evening Courses Diablo Valley College, California, USA
	01/2002 – 04/2003	AOS – Associates Degree – Culinary Arts Le Cordon Bleu Culinary Academy, California, USA
	09/2000 – 03/2001	Certificate in Software Quality Assurance Engineering Software Advanced Technologies Institute, California, USA
	09/1996 – 07/2000	Las Lomas High School, California, USA

Languages

English (mother), Russian (mother), German (professional), Spanish (basic), Romanian (basic), Hebrew (basic), Ukrainian (basic), Korean (basic reading)

IT / Software

- MS Office, Hubspot, Drift, Apple, SPSS, SAP, MAXQDA, VIBu Virtual Team, Protel, Google Analytics, Ads, Wordpres, Swift Xcode, Coda, Bexio, Prospect.io, Lusha, Zoom, Zapier
- Software QA Testing, Black Box

Skills / Certifications

- ÖH Austrian Student Union Rep – Welcoming Workshops
- JÖH Rep – Welcoming Workshops

Personal Information

Date of Birth:	14. October 1982
Place of Birth:	Odessa, Ukraine
Citizenship:	USA, EU
Hobbies:	Fun family activities, DIY house renovation, studying technology and futurism, comedy aficionado.