

Results-driven professional with 5+ years of experience in sales and operations, optimizing business processes. Passionate about innovation, problem-solving, and achieving new milestones, with a hands-on approach to scaling businesses and fostering long-term success.

## Education

American University of Armenia,  
Yerevan, Armenia

BA in Business

Sep 2019 - Sep 2021

TUMO Center for Creative  
Technologies, Yerevan, Armenia

Jun 2014 - Jun 2017

## Employment history

Chief Executive Officer, Swift Care

Hallandale Beach, FL

Jun 2024 - Present

- Managed full sales cycle from prospecting to closing.
- Led client acquisition and retention strategies.
- Implemented CRM to streamline sales operations.

Chief Revenue Officer, VACHARK

Miami, FL

Apr 2024 - Present

- Oversaw the entire sales process, from identifying prospects to securing high-value deals.
- Developed and maintained a targeted sales pipeline.
- Built strong relationships with prospects and clients to drive referrals and long-term partnerships.

Sales Manager / General Manager,  
ARVA MedTrans

Glendale, CA

Sep 2022 - Apr 2024

- Conducted service presentations to decision-makers.
- Negotiated agreements to maximize value for both clients and the company.

Operations Senior Associate, West  
Coast Ambulance

Burbank, CA

Sep 2021 - Sep 2022

- Coordinated logistics, ensuring timely and effective service delivery.

Interconnection Specialist, LA Solar  
Group

Los Angeles, CA

Jan 2021 - May 2021

- Designed and implemented document management systems

## Skills

Sales & Marketing

MS Office, SQL, Tableau

CRM Software  
(Salesforce, Salesloft,  
HubSpot, Zendesk)

Operations  
Management (SAP ERP,  
Oracle NetSuite)

Cloud Computing (AWS,  
Google Cloud)

Accounting &  
Bookkeeping  
(Quickbooks)

## Languages

English

Russian

Armenian