



Eugene Venkovsky

29 years old, Moscow, m. Park Pobedy, willing to relocate (Saint Petersburg)

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Digital Account Manager

1 000 USD

Art, Entertainment, Media

•Music

•Film

•Television

2010 Bauman Moscow State Technical University, Moscow

Informatics and Control Systems, Master

English — upper intermediate

Russian — native

Work experience

April 2015 — January 2016

2KOM (2kom.ru) - Internet, Telecommunications

Digital TV Product Manager

IPTV/OTT services development strategy: channels bundling, searching licensors of TV content, budgeting, management of technical elaboration TV/VoD applications for STB/mobile, TV applications designing, web developing management, new services launching, partner programs management, product marketing.

Bargaining. TV content licensing without lawyer's involvement. Full accounting, mutual settlement and news/promo copywriting control.

I've got loss-making IPTV service and had been making it profitable during six months.

40 Russian and foreign TV channels had been purchased. Timeshifting and program reminder services had been launched. Together with famous ONY Agency innovative TV applications design had been created for all devices, new website and personal account had been developed (applied to TV product). Digital TV sales and the billing system had been optimized. IPTV upsale into our Internet base had been implemented. ARPU had been increased. Monthly costs of TV content had been significantly reduced. Together with MEGOGO VoD service have been aggregating.

www.cnews.ru/news/line/2015-10-13_tsifrovoe_tv_2kom_popolnilos_17_novymi_kanalami

August 2014 — December 2014

Roden Media (roden-media.ru) - Media, Marketing, Advertising

Senior Sales Manager

Selling digital ads on Interfax.ru, Vesti.ru, FinMarket.ru, FinRussia.ru, Ovkuse.ru.

My partners: Veropharm, ARS Group realty, 20th Century Fox, STIHL, Advertize, Warner Music, Shell, Air China, Finland Tourism Development Centre MEK and many others.

Highest KPI, business trainings, the strictest corporate culture.

A great experience, but ads selling is not belong to my soul.

July 2014 — November 2014 (PROJECT WORK)

Lextre Rus (lextre.com) - Gamedev

Brand Licensing Manager

Brand licensing into gaming applications.

My projects: «Perfect Shift» and «KikOriki. Sweetie».

www.youtube.com/watch?v=-bHRowOrGms www.youtube.com/watch?v=uku2gEnbpg4

My partners: Performance Brands (UK) & Global Icons (USA), The Licensing Company (USA), Breanstalk Group (UK), Crypton Future Media (JP); Riki Group, Animaccord.

June 2013 — July 2014

CDCOM (karaoke.ru, librofon.ru, multconcert.ru, cdcom.ru) - Music Publishing

Head of Licensing / Chief Editor

Solving a wide range of tasks.

As Head of Licensing:

- content acquisition from major studios, music labels and artists: Warner Music (S.B.A./Gala Records, EMI), First Music Publishing, National Music Publishing, Russian Copyright Society, United Music Group (Nikitin MDC, Kvadro Publishing, Classic Company), SOYUZMULTFILM, Mosfilm, Monolit, Digital Project, Velvet Music, M2BA, Vladimir Shainsky, Gennady Gladkov, Vladimir Dashkevich, Alexander Shevchenko and many others.

As Distribution Manager:

- cooperation with Rostelecom, X-Media Digital (Youtube), MEGOGO.net, Svyaznoy, A1 Systems, Nemo Group, Tvigle and some others.

As Chief Editor:

- repertoire policy of all digital media projects (websites, mobile apps, vigets, Smart TV).

As Production Manager:

- searching and cooperation with outsource musicians for the purposes of karaoke production.

As Lawyer: - legal support of agreements.

October 2011 — April 2013

Total Content (totalcontent.ru) - TV Show, Film Distribution

Digital Sales Manager

Cinema content distribution in New media sector. I had started long-term and progressive cooperation with all of the major and large Internet/VOD/IPTV/OTT/PPV/Cable operators/Content providers/Mobile market players, such as

Rostelecom (zabava.ru + IPTV), Yota (yotaplay.ru + mobile), MTS (stream.ru, ex. omlet.ru + DVB-C), IVI.ru, NOW.ru, Zoomby.ru, MEGOGO.net, VIASAT WORLD (UK; all VoD + Pay-TV), Hulu.com (USA), Gravitates Ventures (USA), Under The Milky Way (iTunes), Beeline (IPTV + mobile), Tvigle.ru, Tvzor.ru (UK), MegaFon (trava.ru + mobile), NTV+ (PPV), AKADO Telecom (PPV), Digital Screens (Oll.tv, Ukraine), Neoline (App Store / Android market), Iricom, Inflight Entertainment Group (AEROFLOT) and many others.

I was the single-handedly exclusive sales manager of Internet/IPTV/Mobile rights of major Russian film distributor "Top Film Distribution" in Russia/CIS.

The volume of the deals concluded by me in 2012 exceeds \$3 000 000.

September 2010 — October 2011

CountryCom (alloincognito.ru) - Telecommunications, Internet

Rightsholder Relations Manager

Relations with digital TV content licensors, acquisitions. Editor, Copywriter, Content manager, Lead of API, XML and billing programmers, Social Media manager.

I had concluded a number of agreements on acquiring TV content rights, attracting users into web projects, interconnection and interaction in providing communication services for TV broadcasting, delivering of TV equipment.

I held a summit meeting with the Heads of ESET NOD32, AKADO Telecom, Comstar — United Telesystems, NTV+ etc.

During my work I'd founded and personally headed the new Department of SMM Sales.

April 2008 — December 2009

First Alternative Music TV Channel - A-ONE (a1tv.ru) - Television Broadcasting

PR Manager

A-ONE had become the winner of the international professional award in the field of marketing communications, "Brand of the Year / EFFIE 2009" and won the silver award in "Mass Media" category.

Key skills

B2B Sales, Content Strategy, Digital Media, Film, Licensing, Music, New Media, Streaming Media, Television, VOD, Mobile Apps

About me

Talent in bargaining; brilliant grammar skills; incredible attention during the work with agreements; excellent knowledge of local and global digital marketing and partners; good understanding of technical operations and digital supply chain; excellent understanding and experience of using analytics; high commercial focus; good understanding of budget components and their impact on marketing campaigns; proven track record of building and maintaining relationships with external partners; ability to engage and create a collaborative learning environment to educate others; excellent communication skills; creative and continuously learning about new developments in the digital world; evidence of strong and effective relationship management skills; creative and collaborative problem solver.

Hobbies: CM in chess.

Music producer. Contracts with Soyuz Music label and ELLO had been signed.

Recommendations

TOTAL CONTENT	Elena Klimenko (CEO)	Yuliya Larionova (Managing Director)
2KOM	Ekaterina Petrova (Marketing Director)	
VimpelCom (Beeline)	Marina Zagorodnaya (Head of TV Content)	
Bazelevs	Valeria Dobrolyubova (Senior Sales Manager)	
IVI	Katerina Abarinova (Senior Licensing Manager)	
Nemo TV	Dmitry Mineev (Head of Business Development)	
Digital Screens	Valentina Gordienko (Head of Acquisitions)	
Top Film Distribution	Volodimir Artemenko (CEO)	
CountryCom, Nline	Alexander Artemyev (Director of broadband, CEO)	
Channel One Russia	Peter Shepin (COO)	