

Anton Grigorev

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Results-driven professional with 12+ years in international education leadership and a robust IT background. Proven success in building global partnerships, managing academic projects, executing international strategies, and delivering a wide range of IT courses.

EXPERIENCE

Deluxe Photo

Leveraging professional photography services to create captivating marketing materials, driving sales, and providing training and mentorship to new team members.

Regional Manager (GA & TN) / Photography Sales Specialist and Trainer • Full-time Oct 2023 – Present

- Directing business expansion across 7 locations in Georgia and Tennessee, overseeing a team of 20+ photographers. Implementing innovative techniques and business strategies to drive sales, while providing continuous training and mentorship to team members.
- Providing exceptional customer service to a diverse clientele of over 2k individuals, consistently delivering personalized and memorable experiences in a dynamic, fast-paced setting. Boosting revenue through diverse initiatives.

Freelance/Self Employed

Remote

IT Specialist and WebApp Developer • Part-time

Jan 2015 – Present

- Developed business applications using a diverse technology stack, encompassing Python (Django), SQL, JS, HTML, VBA, and various CMS. Providing support services and conducting training sessions.

Moscow State University Of Technologies And Management

Moscow (Russia)

Strategically managed global initiatives at a technical public university, including partner collaboration, program promotion, recruitment strategies.

Director For International Cooperation And International Admissions • Full-time

Mar 2022 – Oct 2022

- Successfully drove international growth and diversity by managing global activities for 20,000 students and collaborating with 40+ partners in 20 countries.
- Increased international student admissions by 35% for 2022 fall intake through effective recruitment strategies and program promotion in 5 months.

Moscow Witte University

Moscow (Russia)

Designed and taught varied IT curriculum to over 500 undergraduate students at a prominent private university in Russia, part of a 20,000-student body.

Senior Lecturer in the Department of Computer Sciences • Part-time

Sep 2021 – Sep 2022

- Led courses on Business & CRM, DB Development, Accounting Info Systems, Web App Design & IT Management, with 12-18 hrs/week workload.
- Boosted student engagement by 20% through innovative delivery methods for diverse IT courses with 5-7 groups and 100 students in 6 months.

HSE University

Moscow (Russia)

Managed international academic projects, supported international staff, and coordinated student and faculty participation in global initiatives and mobility programs at one of Russia's premier state universities.

International Academic Project Manager • Full-time

Apr 2020 – Mar 2022

- Coordinated and executed global academic initiatives (AMBA, EMBA, AACSB, EFMB) of HSE University Graduate School of Business (10k+ students, 600+ international students, 400+ faculty, 20 Bachelors and Master's programs).
- Provided support for international staff on campus (20+ faculty from the USA, UK, Germany, India, France, Serbia, Austria, and other countries).

Ukhta State Technical University

Ukhta (Russia)

As an education administrator, I strategically managed international initiatives, ensuring sustainable partnerships and implementing comprehensive strategies that drove significant growth. The university, known for its excellence in oil and gas education in Russia, expanded its international student community to over 550 from 30+ countries, alongside a diverse student body of 15,000 across 22 degree programs. As a university lecturer, I excel in planning and delivering diverse IT-related classes. Before transitioning into international education, I maintained and developed partnerships between the university and IT companies worldwide, organized hardware and software procurement procedures, supervised IT roadmap implementation, maintained ICT infrastructure and provided IT training sessions.

Head of the International Affairs • Full-time

Jan 2013 – Apr 2020

- Provided strategic support and operational management of international initiatives within the university, developing and implementing a comprehensive international strategy in alignment with the university goals (8k+ students, 500+ faculty and staff).
- Supervised the Department of International Affairs (10 employees), the Language Center for Foreign Citizens (6 employees), the International Student Union (around 100 members), and the Society of Petroleum Engineers Chapter (50+ members).
- Managed global partnerships (40+ international partners from 30+ countries including the USA, Germany, Serbia, China, Canada, Norway, Finland, and others), supervised ongoing international projects (65+ projects) and coordinated student and staff mobility programs (25+ programs).
- Coordinated scientific cooperation between university units and international partners (over 15 projects)
- Ensured compliance with migration and federal legislation of 500+ international students and staff.
- Dramatically expanded educational services: the university hosted 550+ international students from 30+ countries, up from an initial 150 students from 5+ neighboring countries.

IT Course Teacher • Part-time

Sep 2008 – Mar 2020

- Received consistently high ratings from 1000+ students and pupils, with an average satisfaction score of 95% for course delivery.

IT Project Manager and IT Support Specialist • Full-time

Sep 2008 – Dec 2011

- Cultivated partnerships with over 25 IT companies worldwide, such as Microsoft, Oracle, Siemens, SAP, 1C, AutoDesk, and others. Organized and facilitated over 50 events for students and staff.
- Managed ICT infrastructure including software and hardware installations for 500+ desktops and laptops on Windows OS, with 1000 end-point users in Active Directory, and over 10 servers on Windows Server/Linux.
- Provided training sessions and workshops on IT-related topics, conducting around 20 sessions a year.

EDUCATION

Master's in Business Administration And Management

Ukhta State Technical University

Ukhta (Russia) • Sep 2011 – Jun 2014

Engineer's in Software Engineering

Ukhta State Technical University

Ukhta (Russia) • Sep 2006 – Jun 2011

AWARDS & SCHOLARSHIPS

Fulbright Russian International Education Administrators Program

Jan 2018

Institute of International Education (Research Scholar at leading US Universities)

SKILLS

Academic Skills: Cooperation, Curriculum Development, Customer Relations, Education Services, Event Management, Government Relations, Higher Education, International Education, Leadership, Management, Partnership, Project Management, Public Speaking, Study Abroad, Teaching

IT Skills: Database Design, Django, HTML, JS, Linux, Microsoft Access, Python, SQL, VBA

Soft Skills: Attention to Detail, Effective Communication, Positive Thinking, Teamwork, Time Management