Oybek Ochilov

Project Manager · AV & Technology Solutions · Japan

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PROFILE

AV project professional with 3+ years of experience spanning enterprise sales and project delivery across Japan and APAC. Currently applying my technical AV expertise at AVI-SPL, with a focus on coordinating implementation, translating client requirements into practical solutions, and managing stakeholders across vendors and internal teams. Proven ability to exceed revenue targets, deliver complex enterprise projects, and align technical solutions with business objectives. Fluent in Japanese (JLPT N1) and English, with native proficiency in Uzbek and Russian. Seeking to further develop end-to-end AV project delivery capabilities and contribute to successful enterprise implementation at scale.

WORK EXPERIENCE

Project Manager | AVI-SPL Japan G.K. *November 2026 - Present*

- Joined AVI-SPL as Project Manager after 3+ years in enterprise AV sales at GVM, combining client and commercial experience with hands-on delivery of workspace and conferencing projects.

Sales Manager (B2B) | Global Vision Multimedia K.K. *April 2026 - November 2026*

- Promoted to Sales Manager with expanded revenue responsibility, managing a portfolio of enterprise accounts across Japan and APAC.
- Achieved 85% of the 400M JPY annual sales target for FY2026 by the last day at GVM.

Sales Associate (B2B) | Global Vision Multimedia K.K. *March 2023 - March 2026*

- Exceeded FY2025 revenue target of 150M JPY by 30%+, building on a foundation established in the first independent year (FY2024)
- Own and manage a portfolio of enterprise accounts across Japan and APAC, serving as primary point of contact from presales through project delivery
- Design end-to-end AV system proposals for enterprise clients, independently translating complex business requirements into technical solutions
- Coordinate full project lifecycle - planning, procurement, onsite execution - ensuring quality standards and delivery timelines are met

Recruitment Consulting Intern | Real Staffing *February 2023*

- Sourced and qualified 100+ candidates via LinkedIn, Salesforce, and internal databases — developing outbound prospecting fundamentals
- Built targeted pipelines to support client placements, applying CRM tools and consultative outreach techniques

EDUCATION

Bachelor of Arts - Business & Economics | Tokyo International University *April 2019 – March 2023*

LANGUAGES & CERTIFICATIONS

Japanese: Fluent · JLPT N1 (July 2022)
English: Fluent · IELTS 7.5 (Sep 2018)
Uzbek: Native
Russian: Native

SKILLS

Sales: B2B account management, commercial negotiation, proposal development, pipeline management
Technical: AV system design, integration project coordination, supplier management
Tools: Microsoft Office (Word, Excel, PowerPoint), CRM tools