

# Oybek Ochilov

B2B Sales Professional · AV & Technology Solutions · Japan & APAC Markets

(+81) 90-2464-0208 · oybek.ochilov.21@gmail.com · linkedin.com/in/oybekochilov · oybekochilov.com · Tokyo, Japan

## PROFILE

---

Results-driven B2B sales professional with 3 years of experience in technical AV solutions, consistently exceeding revenue targets in the Japanese & APAC enterprise markets. Proven ability to manage complex, multi-region accounts and translate client business needs into tailored technical proposals. Fluent in Japanese (JLPT N1) and English, with additional native proficiency in Uzbek and Russian.

## WORK EXPERIENCE

---

**Sales Associate (B2B)** | [Global Vision Multimedia K.K.](#) *March 2023 - Present*

- 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
- Lead commercial negotiations with global manufacturers and suppliers to secure competitive pricing on multi-region integration projects
- 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

**Freelance Brand Designer** | [Independent Studio](#) *October 2021 - February 2023*

- Ran a two-man freelance studio completing nearly 20 brand identity projects for international clients across diverse industries
- Managed full client engagement independently - from brief and proposal to final delivery - developing communication and project management skills

## EDUCATION

---

**Bachelor of Arts - Business & Economics** | [Tokyo International University](#) *April 2019 – March 2023*

*Relevant Coursework: Marketing Strategy, Consumer Behavior, Digital Project Management*

## 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