

Oybek Ochilov

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

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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. Seeking to further develop full-cycle business development capabilities and drive new client acquisition at scale.

WORK EXPERIENCE

Sales Manager (B2B) | [Global Vision Multimedia K.K.](#) *April 2026 - Present*

- Promoted to Sales Manager with expanded revenue responsibility and 400M JPY annual target
- Managing enterprise accounts across Japan and APAC

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
- 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*

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