

EUGENE LATYSHEV

BUSINESS DEVELOPMENT & SALES LEADER | TECHNICAL OPERATIONS | AI-ENABLED WORKFLOWS

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U.S. Permanent Resident - Unrestricted Work Authorization

PROFESSIONAL SUMMARY

Business development and sales professional with 12+ years of experience growing revenue, distributor networks, strategic accounts, and technical product categories across international markets. Proven success in territory expansion, channel strategy, partner enablement, pricing, negotiations, product launches, and customer-facing operations. Combines an engineering-oriented mindset with practical use of AI tools and workflow automation to improve commercial speed, consistency, and decision-making. Now based in Colorado with unrestricted U.S. work authorization.

CORE COMPETENCIES

Growth & Sales: Business Development | B2B Sales | Territory Growth | Account Management | Consultative Selling | Long Sales Cycles | Negotiation

Channels & Operations: Distributor and Partner Management | Channel Strategy | Market Expansion | Product Launches | Pricing | Forecasting | Sales Operations | Customer Experience

Technology: Salesforce | Bitrix CRM | Microsoft Excel | Google Workspace | Notion | ChatGPT | Claude | AI Workflow Automation | Bot Design

SELECTED IMPACT

- Grew annual Delphi territory sales from RUB 700M to RUB 1.5B while expanding the distributor network from 20 to 31 partners.
- Delivered 53% year-over-year sales growth at ITW Wynn's, added six distributors, and improved distributor profitability from 5% to 15%.
- Supported more than 100 international vehicle transactions representing approximately EUR 3.5M in turnover through consultative sales and import-cost planning.

PROFESSIONAL EXPERIENCE

Aurora Appliance Repair | Appliance Repair Technician

Aurora / Denver, CO | Dec 2025 - Present

- Diagnose and repair refrigerators, washers, dryers, dishwashers, and other household appliances during high-volume field service appointments.
- Document findings, identify replacement parts, explain repair options, and manage customer expectations through clear, professional communication.
- Use structured troubleshooting to isolate root causes, reduce repeat visits, and deliver reliable service in customers' homes.

CyberPulse | Automotive Sales & Operations Manager

Remote / Portugal Market | May 2024 - Nov 2025

- Advised clients on sourcing vehicles from Germany and managing delivery to Portugal, guiding opportunities from initial request through purchase.
- Supported more than 100 vehicle transactions totaling approximately EUR 3.5M in turnover.
- Built landed-cost estimates covering vehicle price, taxes, customs, fees, paperwork, and delivery timing.
- Designed bot-assisted tax and customs calculation workflows that improved quote speed and consistency; used ChatGPT and Claude for research, customer communication, and operational coordination.

PROFESSIONAL EXPERIENCE CONTINUED

ITW Wynn's | Business Development Director, Russia & CIS

Moscow, Russia | Jun 2020 - Apr 2024

- Led business development for automotive chemical products across Russia and CIS markets, managing distributor growth, territory strategy, pricing, and commercial execution.
- Added six new distributors and strengthened partner coverage across target territories.
- Delivered 53% year-over-year sales growth in 2021 while increasing company margin by 3 percentage points.
- Improved distributor profitability from 5% to 15% through pricing, product mix, and commercial planning.
- Supported product launches, partner training, forecasting, and cross-functional coordination with sales, marketing, and technical stakeholders.

Delphi Technologies | Business Development Manager

Moscow, Russia | Oct 2013 - Apr 2020

- Developed distributor and key-account business for automotive aftermarket products across a large multi-region territory.
- Expanded the active distributor network from 20 to 31 partners.
- Grew annual territory sales from RUB 700M to RUB 1.5B through account development, territory planning, product promotion, and partner enablement.
- Managed long B2B sales cycles involving commercial negotiations, internal approvals, assortment planning, launches, and multiple partner stakeholders.
- Coordinated pricing, forecasts, sales programs, market analysis, and product training to improve partner performance and market share.

DENSO Corporation | Regional Sales Representative

Moscow, Russia | Sep 2012 - Oct 2013

- Supported distributor sales and marketing programs for automotive components across Central Russia.
- Delivered product training, monitored partner KPI execution, and conducted field visits to improve assortment, visibility, and in-store representation.

ADDITIONAL QUALIFICATIONS

Education: Engineer in Heating Engineering - Moscow Power Engineering Institute, 2010

Languages: Russian - Native | English - Professional Working Proficiency

Mobility: Valid U.S. driver's license | Based in Aurora, Colorado | Available for travel and hybrid, on-site, or remote work

Professional Focus: Business Development | Account Management | Channel Sales | Sales Operations | Customer Success | Technical Sales | Partnerships