Ilya Solonitsyn

Emerging Talent

Phone: +7 916 050-52-80
Email: solonitsynIlya2@gmail.com
Telegram: @ilyasolo456
Website: solonitsynilya.com



EDUCATION

Financial University under the Government of the Russian Federation • 2025-2029
Business Management, Bachelor's degree • Average grade: 80

EXPERIENCE

Media Family Office Astra Domus
Instagram media network with 50M+ followers; develops personal and corporate brands
Head of Sales - July 2026 - present
- Lead sales and client relationship development; negotiate with founders, CEOs and other decision-makers at medium-sized and large businesses
- Manage the sales team, assign tasks and monitor key performance indicators
- Closed 5 deals worth over RUB 6 million in 2 months

Business Development Representative | AI-powered design startup
September 2026 - present
- Research the design and engineering market, documentation costs, and the needs of property developers and design firms
- Identify prospects and contact business owners and executives; collect feedback on design workloads and processes to inform product development
- Arrange introductions and negotiations between prospective clients and the startup team

Atlant Media - media group
Business Development Representative - March-June 2026
- Independently built a prospect database, contacted potential clients and arranged meetings
- Prepared commercial proposals, contracts and appendices; supported contract negotiations
- Developed negotiation skills through discussions with decision-makers
- Closed a RUB 1 million deal in 2.5 weeks

CK Consulting Agency
Junior Project Manager - January-March 2026
- Led project teams of 20+ students and liaised with company representatives
- **Alfa-Bank:** assessed opening a foreign branch and prepared materials for a senior leadership strategy session involving the Chairman of the Management Board
- **VTB:** led a project on digital financial assets in foreign jurisdictions for Russian investors
- **Sber:** developed an AI use case for collateral property valuation, covering implementation economics, piloting, risks and scaling

Senior Analyst - November-December 2025
- Worked on cryptocurrency mining and AI data centre projects; motivated the team and monitored deadlines and performance indicators
- **BHP:** analysed nickel processing technologies, production assets and research and development priorities

Analyst - September-October 2025
- Analysed financial statements and business hypotheses; developed growth strategies
- **Neiry:** developed a strategy to launch the new Stim-x product in the Russian market
- **Revolut:** subcontracted project analysing transactions and geographic data for 10,000 users in Excel to identify indicators of potential fraud

Aurora Group
Interior Visualisation and Administrative Support - June-August 2025
- Analysed reports and process improvement opportunities; provided interior visualisation and administrative support

ACTIVITIES

- **Head of External Communications** at the Entrepreneurship Club of the Financial University under the Government of the Russian Federation: invite founders of medium-sized and large businesses, **Forbes-listed** individuals and media personalities
- Attend **university business clubs**, engage with their leaders and maintain close professional relationships
- Team leader and finalist in the **Pokolenie** youth community case competition; participant in **HSE University** and **Central University** case competitions; volunteer at the Osnovateli forum and Startup Village in Skolkovo
- **Sports:** running, padel, boxing, squash, table tennis, tennis, alpine skiing, snowboarding, surfing and kitesurfing

SKILLS

- **English** - B2+, experience communicating with clients
- Negotiation: completed **PCM (Process Communication Model)** training and understand its use in negotiations; prepare background briefs on people ahead of meetings
- **Claude, ChatGPT, Gemini, Cursor**: select AI tools based on their strengths and the task; build applications, websites and presentations
- Integrate language models and AI agents into business processes and applications, using **LLM Council** and other solutions
- Edit short-form videos; work with **Edits, Epify, LiveDune, Trendsee, trendHERO** and social media analytics tools
- Use **RusProfile** and other counterparty due diligence services; quickly learn new tools to meet specific needs
- Additional tools: Excel, PowerPoint, Figma; currently learning SQL and Power BI