

# UMAROV MIRALI, Key Account and Sales Manager in Huawei Uzbekistan.

Bachelor's Degree: Bachelor of Science in Mechanical Engineering at Turin Polytechnic University in Tashkent.

As a key account manager in Huawei Uzbekistan, his primary responsibility is to build and maintain relationships with government customers and private companies. Additionally, he is responsible for leading and managing internal teams to coordinate sales efforts, develop strategies to increase revenue and identify opportunities for upselling or cross-selling. Strong leadership, communication, negotiation and problem-solving skills are essential for success in his role.

He says:

*"During my student years, our team was one of the first to create the Student Union, where I was able to learn a lot from such talented people as Nodirjon Yusupov, Gayratov Jasur, Mirzatillayev Rahmatilla etc., and made many friends from different universities, with whom we still do business. Our shared preparation to exams, projects and discussions have made my university experience unforgettable.*

*I am deeply convinced that my university years have shaped my personality and I will always cherish my memories of this time with warmth and gratitude."*