

# Anton Sepetov

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## WORK EXPERIENCE

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### Nanosyn

*VP Business & Corporate Development*

**March 2019 – Present**

*San Francisco Bay Area, CA*

- Nanosyn is a life sciences company offering contract research services to major Biotech and Pharma companies.
- As VP Business & Corporate Development, I lead our business development efforts, was responsible for our successful exit in 2021, and am a key member of our leadership team.
- **Played lead role in company achieving \$20M revenue/year.** Entrusted to serve as point person for company's biggest clients including Abbott, Pfizer, and 50+ others.
- **Secured 8-figure exit as leader of 2-year M&A process**, which included finding and reaching out to potential partners, negotiating offers, due diligence, and working with key decision makers to close the deal.

### Sumo Group (Sumo.com/AppSumo.com)

*VP Sales & Partnerships*

**March 2014 – March 2019**

*Austin, TX*

- Sumo.com (spinoff of AppSumo.com) is a software company providing email marketing for small businesses.
- As VP Sales & Partnerships, I built and managed a team of 20+ including Sales Managers, Account Executives, SDR's, Sales Ops, and more. Set goals as integral member of leadership team and oversaw P&L and budget.
- **Took the company from \$0 to \$6M in annual recurring revenue (ARR) as founding member of Sumo.com** and leader of the sales team.
- **Designed sales process from scratch** and ensured the team consistently hit all quarterly and annual KPI's through established training, coaching, and more.

### AppSumo.com

*VP Business Development*

**April 2012 – March 2014**

*Austin, TX*

- Identified, negotiated, and secured partnerships with software companies like Mailchimp, Evernote, and hundreds of others which were promoted to 1M+ entrepreneurs.
- **Directed all operations of company—sales and partnerships, marketing, copywriting, support—**then hired CEO prior to transition to Sumo.com.

### Urbantag

*Head of Marketing & Operations*

**June 2011 – April 2012**

*San Francisco, CA*

- Led development and execution of marketing strategies and operations, overseeing staff in business development. Spearheaded launch of mobile app and our successful influencer marketing strategy.
- Identified and created partnerships with media brands including The Bold Italic, Liquor.com, and many others.

## EDUCATION

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### The University of Texas at Austin

*Double Major: Bachelor of Arts in Music, Bachelor of Arts in Russian*

**2007 - 2011**

*Austin, TX*

- Earned Certificate in Business Foundations (Global Track) from McCombs School of Business
- Studied abroad in Paris at ESCP-Europe (top business school in Europe), with courses in International Marketing & Consumer Behavior and Cross-Cultural Management & Negotiation.

## SKILLS & INTERESTS

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- **Skills:** Business development, relationship building/management, sales management, corporate development, strategy design & execution, revenue generation, negotiations, sales cycle management, new service launches, SaaS
- **Interests:** Avid cyclist, aspiring semi-professional chef, wannabe surfer, lover of long dogs