Steven Slavoutsky

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EDUCATION

Florida International University **Miami, FL**
B.S. Computer Engineering

EXPERIENCE

Dell Technologies Nashville, TN
Inside Sales Account Executive July 2025-June 2026

- Exceeded sales goals with a 4-quarter average of over 100%.
- Managed 700+ accounts, engaging with up to 60 clients daily to ensure timely follow-ups and satisfaction.
- Generated a revenue totaling $1.2 million.
- Served as the team's CRM Leader, resolving system issues and improving adoption of new updates through hands-on guidance while relaying any issues back to other teams.
- Led cross-functional collaboration between sales, technical support, and product teams to resolve complex client challenges and accelerate deal closures.
- Identified growth opportunities across territory, driving a 15% increase in upsell and cross-sell revenue.

Marky's Caviar Miami, FL
Inside Sales Representative April 2022 – June 2025

- Exceeded sales goals with a 4-quarter average of over 100% for 3 years.
- Increased profit margin by 22% through strategic quoting and negotiation leading to optimized pricing solutions for clients.
- Generated a revenue totaling $4.5 million.
- Built a client portfolio of over 500+ recurring customers through new client leads and maintaining long-term relations with existing clients.

Marky's Caviar Miami, FL
Retail Customer Service and Sales Assistant January 2022 – April 2022

- Provided customers with detailed product information and personalized support to ensure customer satisfaction increasing customer retention by over 20%.
- Re-engaged dormant clients previously logged in Sage CRM by identifying and addressing client needs revitalizing over 40 inactive accounts.

LEADERSHIP & ACTIVITIES

IEEE FIU (Institute of Electrical and Electronics Engineers at FIU) Miami, FL
Member September 2023 – May 2025

- Participated in hands-on workshops and projects, applying real-world software and hardware applications useful in computer engineering careers.

Artificial Intelligence at Florida International University Miami, FL
Member October 2024 – May 2025

- Enhanced understanding of artificial intelligence and machine learning through coding workshops and collaborative projects.

SKILLS

- Skilled in assembling and refurbishing desktop computers for resale.
- Experienced in Sage and Salesforce CRM software for customer and inventory management.
- Fluent in Russian (both written and spoken).
- Proficient in the Microsoft Office Suite (Word, Excel, PowerPoint