

Amir Ilyasov

Senior Account Executive | Strategic Sales Leader | Executive Advisor

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Executive Profile

High-performing sales leader with over 15 years of experience in Tech sales. Proven ability to close complex deals, manage multi-million-dollar portfolios, and serve as a trusted advisor to C-Level executives and their teams across public and private sectors, driving strategic outcomes and long-term value.

Experienced in managing territories from emerging accounts to a \$10M renewable portfolio, consistently driving multi-million-dollar revenue across diverse markets. Currently responsible for \$1.4M+ annually at Gartner.

Known for building trust at the C-level, navigating complex sales cycles, and delivering measurable impact. Energized by growth, driven by outcomes, and wired to win.

Core Competencies

- Enterprise Sales & Strategic Accounts
- Public Sector | Large Enterprise | High-Growth Tech
- C-Level Engagement & Executive Communication
- Value-Based Selling | Outcome Alignment
- Pipeline Growth & Forecast Accuracy
- Deal Strategy | RFPs | Contract Negotiation
- Turnaround Leadership & Team Building
- Stakeholder Management & Cross-Functional Collaboration
- Trusted Advisor | Insight Selling | Competitive Positioning
- Salesforce | Power BI | MS Office 365 | GenAI Tools

Professional Experience

Gartner, Inc. — Sr. Account Executive (*Remote, NY*)

May 2021 – Present

- Own a \$1.4M+ quota across a diverse portfolio spanning Financial Services, Healthcare, Aviation, Transportation, and State & Local Government
- Drive both new business acquisition and account expansion, combining strategic prospecting with renewal execution and multi-threaded stakeholder engagement
- Serve as a trusted advisor to senior leaders—CIOs, CTOs, CISO, and their teams—on critical priorities including cybersecurity, AI risk, vendor strategy, and digital transformation
- Lead cross-functional teams across research, consulting, legal, and service to close complex deals and deliver measurable value
- Manage a dynamic pipeline with discipline—prioritizing high-impact opportunities, maintaining forecast accuracy, and consistently exceeding revenue targets

Kforce — Market Director (*TX and NY*)

Sep 2018 – May 2021

- Rebuilt and led a high-performing sales and recruiting team, transforming a struggling market and achieving the highest placement headcount in its history
- Led the transition from an in-office operation to a fully remote team during the pandemic—revamping sales processes, sustaining culture, and driving results through virtual leadership
- Diversified a legacy client portfolio into new verticals including tech, healthcare, aviation, and retail, driving growth through new business and SOW engagements
- Launched and hosted weekly virtual networking events to generate pipeline, build community, and adapt business development strategy to the remote landscape

Kforce — Director of Delivery → Strategic Relationship Partner (*NY*)

Nov 2015 – Sep 2018

- Directed a cross-functional team of account managers and recruiters in support of a \$10 million territory, driving enterprise hiring initiatives across retail, insurance, and financial services sectors.
- Successfully delivered value that enabled clients to meet critical business goals, directly contributing to revenue growth, client retention, and long-term strategic partnerships.
- Acted as the key client-facing partner—leading presentations, building long-term relationships, and securing new enterprise engagements
- Championed a high-performance culture grounded in feedback, training, and collaboration, while serving as the final quality checkpoint across service delivery

Upplaced — *Founder & Managing Partner* (NY)

Aug 2014 – Nov 2015

- Founded a recruiting and consulting firm focused on helping high-growth companies scale their teams with top-tier talent
- Generated over \$1M in revenue in the first year through hustle, relationship building, and hands-on execution of business strategy and goals.
- Navigated the full founder lifecycle—launched, scaled, faced challenges, learned from failure, and successfully exited the business
- Walked away with deeper commercial instincts, resilience, and renewed drive to excel in enterprise sales and leadership roles

Kforce — *Client Relationship Partner / Market Manager* (NY)

Oct 2006 – Aug 2014

- Consistently ranked as a top performer in the Northeast, managing a \$10M+ renewable book of business and earning **Platinum Achiever** and **#1 Producer** honors
- Acted as Team Lead among high performing sales and recruiting teams focused on enterprise clients across technology, finance, and public sector verticals
- Developed winning RFP responses and presented to senior stakeholders, securing state, local, and federal contracts as well as large private sector deals
- Executed the full sales cycle from client acquisition and negotiation through delivery, onboarding, and legal compliance and collection

Education

ASA Institute of Advanced Technology, Brooklyn, NY

AS in Management Information Systems, 2003

AWS Certified Cloud Practitioner (expired)

Demonstrated foundational knowledge of AWS Cloud concepts, services, and security best practices

Interests & Personal Brand

Curious mind. Serial networker. Trusted advisor.

I'm passionate about technology, business leadership, and helping people succeed. Over the years, I've built a reputation for forming trust-based, lasting relationships with clients and peers—many of whom have become lifelong partners and friends.

Creator of [The Sober Thinker](#), a personal writing project exploring mindset, energy, and living with intention. I'm also deeply into history, investing, and fitness. Retired musician. Family man. Believer in balance, bold moves, and the power of real conversations—with a side of notorious dad jokes.

Thanks for reading my story.