

Contact

www.linkedin.com/in/mykyta-puz-3b28a725 (LinkedIn)

Top Skills

Management
Sales Process
Deep Sales

Languages

English
Russian
Ukrainian
French

Mykyta Puz

Connecting the dots between private defence sector and real battlefield expertise @ 12th Special Forces Brigade "Azov"
Kyiv Metropolitan Area

Summary

Executive management, chaos management, and strategy management with focus on win-win outcomes. Time attack and rally racing driver. Currently proud part of one of the most efficient and legendary units of Ukraine's defence forces — 12th Special Forces Brigade "Azov"

Experience

National Guard of Ukraine

1 year 9 months

MilTech scouting and partnerships officer

December 2025 - Present (4 months)

Ukraine

Software Development Manager, Fundraising Manager

January 2025 - Present (1 year 3 months)

Ukraine

End-to-end development of software solutions for military use.

Management of AI research and analytics team

S4 Supply and logistics sergeant

July 2024 - Present (1 year 9 months)

Donbass

Stellantis

Strategy and Coordination Manager — Intelligent DriveTech

December 2023 - Present (2 years 4 months)

Ukraine

Business operations, strategic planning and vision, cross-teams coordination in delivering AI solutions to production across Stellantis brands.

CloudMade

8 years 2 months

Executive Manager

August 2019 - Present (6 years 8 months)

Kyiv, Kyiv City, Ukraine

Member and chairman of the executive committee

- Definition and tracking of the implementation of the company strategy and tactics
- Budget management
- Designed and delivered multiple training and coaching programs for the staff

Sales Director

February 2018 - Present (8 years 2 months)

Kyiv, Paris, Tokyo

- Sales strategy planning and execution for multiple sales units across automotive enterprises in Europe, North America and APAC
- Strategic account management, focusing on converting innovation and research projects into production applications
- Leading accounts and opportunities from lead generation and initial contact through phases of proposals negotiation, PO issue, project kick-off, execution and wrap-up
- Product management: value proposition-driven product ideation incl. customer workshops and scope definition

CloudMade

Program Manager

June 2016 - October 2017 (1 year 5 months)

Ukraine

- Planning, cost estimations, and execution of projects as parts of bigger picture programs with automotive OEMs.
- Regular participation in presales activities — informal/formal meetings, workshops and proposals design and elaboration

Cogniance

Project Manager

March 2016 - November 2016 (9 months)

Software MacKiev

5 years 8 months

Senior Project Manager

September 2014 - March 2016 (1 year 7 months)

Kiev

- Simultaneous management of up to three independent software projects for international customers (fixed price and time&materials combined)
- Management of multiple teams of around 20 people in total
- Crisis management
- Dealing with problematic customers and other stakeholders, conflicts resolution
- Team motivation in long-term tough projects
- Initial drafting of technical solutions for the product followed by elaboration with other stakeholders to achieve desired result
- Product management and company presentation at business meetings/expos
- Being a point of contact for third-party partners and privileged end-users.

Project Manager

September 2012 - September 2014 (2 years 1 month)

Chaotic management

Technical Support Team Lead

September 2011 - September 2012 (1 year 1 month)

Design and supervision of technical and customer support processes.

Hiring support engineers.

Technical Support Engineer

August 2010 - November 2011 (1 year 4 months)

Kiev

Management of software technical and customer support. Organization of tech support process.

SmartSystems

IT Help desk operator

March 2010 - June 2010 (4 months)

Kiev

Live chat and VoIP support for english-speaking users

- Customer and technical support through web chat and VoIP.
- Communication with disappointed/frustrated customers

Society of Connections with Ukrainians abroad "Ukraine-World"

Deputy administrator of the department of information and international relations

January 2010 - June 2010 (6 months)

Kyiv

A non-profit organization, connecting Ukrainians all over the world.

Manager of PR and IT departments

- Established connections with other organizations in the domain
- Created and managed the international promotional campaign for the 50th anniversary of the organization
- Resumed monthly newspaper issues after a 10yrs hiatus. Design, editing, and content management
- Created official website from scratch
- Managed IT infrastructure and software

Internet-café MIX

System administrator

October 2006 - September 2008 (2 years)

Kiev

Hardware and software maintenance. Windows 2003 Server, Microsoft IIS, Traffic inspector, Kerio Winroute. Maintenance of local network with 36 PCs.

Education

Kyiv National Taras Shevchenko University

Bachelor, French Translator · (2006 - 2010)

Mariupol City Lyceum

· (2003 - 2006)