

VLADIMIR OSENEV

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Professional Summary

Logistics and sales specialist using AI tools to coordinate transport services and build client pipelines. Lead outreach via cold calls, manage B2B accounts, and automate data collection using tools like Claude and Cursor. Fluent in English, Czech, and Russian.

Professional Experience

Logistics Specialist: Hegelmann Group

Prague, Czech Republic

June 2026 – Present

- Coordinate regional freight logistics and arrange transport services for B2B clients, scheduling shipments and resolving routing delays.
- Run outbound cold calling campaigns to acquire and onboard new shipping partners.
- Deployed independent AI agent pipeline to scrape logistics leads and build prospect lists.
- Negotiate shipping rates and resolve communication issues between carriers and clients.

AI Workflow Specialist: Outlier.AI

Prague, Czech Republic

2025 – June 2026

- Configured customized agentic workflows (pxpipe, context engineering) to speed up evaluations and prompt tests.
- Trained and aligned teams of human reviewers, coordinating rubric grading standards.
- Created pass-fail rubrics to screen 500+ model outputs weekly.
- Logged edge cases and model failures to update testing protocols.

Financial Services Consultant: ProfiFP

Prague, Czech Republic

Summer 2022

- Onboarded 10+ corporate clients through needs analysis and structured pitches.
- Prepared B2B client proposals, analyzed corporate financial structures, and pitched tailored consulting services to directors.
- Maintained account relationships and closed service contracts.

Education

Bachelor of Science in Computer Science

Charles University, Prague: Faculty of Mathematics and Physics

In Progress

- Coursework: Algorithms & Data Structures, Machine Learning, Database Systems, Software Engineering.

Skills & Languages

- **Sales & Operations:** Outbound Cold Calling, B2B Client Onboarding, Lead Generation, Logistics Coordination, Client Relations, Negotiations.
- **AI & Workflow Tools:** AI Agent Orchestration (Claude, Cursor, Copilot, ChatGPT), Prompt Optimization, Automated Web Scraping, Rubric Design.
- **Languages:** Russian (Native), English (Professional), Czech (Professional).