Sergei Dolukhanov

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SUMMARY

Revenue and growth leader with experience across sales, account management, marketing, and product growth within technology companies. Built and scaled revenue teams, improved customer retention, and helped grow recurring revenue businesses.

EXPERIENCE

Banzai | 2016–2026

- **Vice President of Sales**

  Grew annual recurring revenue from $5 million to $10 million through sales expansion and pipeline growth.

- **Vice President of Customer Success**

  Maintained over 90 percent net revenue retention for webinar platform Demio through account management and customer retention.

- **Head of Marketing**

  Helped grow annual recurring revenue from $0 to $5 million between 2017 and 2020 through demand generation and customer acquisition.

- **Director of Emerging Product Growth**

  Led launches and growth efforts for new software products and customer acquisition channels.

- **General Manager, Reach**

  Built Reach audience acquisition business into a multi-million-dollar annual recurring revenue operation.

- **Head of Customer Success**

  Helped grow Reach from $0 to $3 million in annual recurring revenue before acquisition of Demio.

Early Career | 2010–2016

- **Marketing Consultant — Avalara**

  Analyzed campaign performance and improved marketing reporting.

- **Marketing Specialist — BUYSTAND**

  Managed search engine optimization, email marketing, and digital campaigns.

- **Marketing Manager — EvoApp**

  Managed marketing operations and campaign execution.

- **Pay-Per-Click Specialist — Martindale-Hubbell**

  Managed paid search campaigns and performance reporting.

EDUCATION, CERTIFICATIONS & AWARDS

SUNY Oneonta — Bachelor of Arts, International Studies
Google Ads Search Certification — Google
HubSpot Modern Sales Leader Award — 2024

CORE STRENGTHS

Revenue Growth • Account Management • Customer Retention • Demand Generation • Sales Leadership • Pipeline Development • Revenue Operations • Marketing Leadership • Customer Acquisition • Team Leadership