



## From struggling salesman to top customer success manager at SaaS startup, PLA was the spark that launched a career

**(BOSTON, MA)** - Roman Reptushenko had always had big ambitions for himself, but he was not quite ready to attend a university straight out of high school. After his freshman year of college, he chose to return to his hometown, determined to work and make a living for himself.

For the next several years, Reptushenko began working in various sales positions, mostly at car dealerships in the area. He hustled hard and worked long hours to make his sales goals and his supervisors happy, but they rarely were, he said. After a few years working in dealerships (with a few stints in insurance sales and a bank), and one particularly toxic work environment, Reptushenko wanted a different life for himself.

He knew what he had to do: go back to school. He chose Middlesex Community College (MCC), a choice that changed the course of his life for the better thanks to the college's support of Prior Learning Assessment (PLA).

"One dealership I worked for was awful. They made it clear to me -- without an education, my opinion was meaningless, my work is easily replaceable, and my work-life balance is irrelevant," Reptushenko said. "I began working toward my associates, with plans to continue on to a bachelor's degree."

He began the grind of working and going to school at the same time. When he had just a few units to go, he met Robert Kaulfluss, MCC's Credit for Prior Learning Coordinator who would help change Reptushenko's career trajectory for the better. Kaulfluss and Reptushenko then worked together to create an efficient and highly ambitious game plan that helped Reptushenko to receive college credit from his previous work experience and by taking the College Level Examination Program (CLEP) test to complement his credits from college thus far.

"Many observed the game plan and laughed at my ambitiousness," Reptushenko said. "Even my father, an MBA graduate and CFA III said I could 'slow down.' However, my confidence and motivation did not waver because Robert believed it was possible, and believed in my goal and approach."

Reptushenko was able to take all of his credits and transfer to a local university. He is on track to graduate with a dual major in Bachelor of Science Business Management and Information Technology with a minor in Finance. He is now working for a SaaS company and is respected for his hard work ethic and talent. He was recently promoted and is thriving in his new company.

“Education changed my life. It opened doors that I didn't know existed. It allowed me to speak with confidence and grow as a person,” Reptushenko said. “None of this would have been possible if Robert didn't take the time to show me a fast and rewarding route to my educational goals. Earning college credit for prior learning through PLA made my graduation possible in a timely fashion and allowed me to take advantage of my past experiences.”

To learn more about Prior Learning Assessment visit <https://www.northshore.edu/nerplac/>.

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