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WORK EXPERIENCE

Deputy CEO for Foreign Trade

"BUS MOTOR" LLC, "CAP NO.1" SPJSC "AC "BOGDAN MOTORS", BOGDAN CORPORATION [Jan 2011 – Current]

Sales Commercial Vehicles brand "Bogdan" in Europe, Asia, Africa, CIS:

- negotiating for the purchase of buses, trolleybuses "Bogdan";
- search for potential distributors and dealers in Europe, Asia, Africa, CIS;
- discussion the business plan;
- analyzing the international market of commercial vehicles;
- signing the distribution and dealer contracts;
- discussion the opening assembly plants in the abroad;
- demonstration of production capacities of the plant in Lutsk;
- coordination and control the terms of payment;
- coordination and control the policy of warranty;
- work with shipping companies and brokers customs clearance of goods;
- presentation the commercial vehicles at international exhibitions;
- minimizing risks during export buses and trolleybuses "Bogdan".

Coordination of deliveries the Ashok Leyland, Hyundai, ISUZU chassis and SKD kits:

- negotiations with the companies on the specifics of delivery the chassis, DKD/SKD/CKD;
- discussing of letters of credit payment, discounts, postponement conditions;
- discussing the specifications;
- discussing the composition and value of the chassis, DKD/SKD/CKD;
- procurement planning and financing;
- minimizing risks during import the chassis, DKD/SKD/CKD;
- signing of supply contracts, dealer and distribution contracts;
- coordination the issues of delivery with the other departments of the plant;
- development of delivery procedures;
- controlling of procurement and financing;
- inspection of manufacture the chassis, DKD/SKD/CKD;
- coordination of deliveries of spare parts.

Projects:

- Delivery the CNG buses to Egypt;
- The concept of building a car assembly plant in Latin America;
- Sales the buses in Poland, Georgia, Belarus, the Russian Federation, African and Asian countries;
- Delivery the 12-meter Granton electric bus;
- Participation in the Global Conference of distributors in India;
- Delivery the Ashok Leyland CNG chassis for the Bogdan A221.15 CNG bus prototype;
- Participation in the BUSWORLD exhibition Kortrijk (Belgium);
- Delivery the Ashok Leyland 4x4, 6x6 truck chassis;
- Delivery the Bogdan-Ursus trolleybuses to Lublin (Poland);
- Participation in the exhibition TRANSEXPO Targi Kielce (Poland).

Deputy CEO

RUSYN-2002 PC; RUSYN CJSC; OLI LACKE GMBH [Jan 1998 – Dec 2010]

Wholesale and retail trade in industrial paints and varnishes:

- sale the Industrial Paint materials: Oli-Lacke (Germany), Sikkens (Germany), Zweihorn (Germany), Bindulin (Germany);
- sale the Painting Tools: SATA (Germany), Kremlin Rexson & Sames (France), GRACO (USA);
- sale the Painting Supplies: Novoryt (Switzerland), Klaus-R. Falk GmbH (Germany), 3M (USA), Rhenocoll (Germany), Weiss Chemie (Germany);
- sale the Joinery and Furniture Accessories: Häfele (Germany);
- organization the sales in the stores;
- organization the trading network;
- training the painters;
- hire the employees;
- create and support the DB (database);
- create and support the website;
- create the marketing materials;
- placement the articles in the magazines;
- participation in thematic exhibitions.

EDUCATION AND TRAINING

MBA (Master of Business Administration) [2008 – 2010]

Training business simulation MERKIS [1999]

Training business game TIME MENTOR OFFICE [1999]

Training business game PROSALES [1999]

Training business game MASTER OF NEGOTIATIONS [1999]

Master of Physics / Taras Shevchenko National University of Kyiv [1992 – 1997]

Ukrainian Physical and Mathematical Lyceum of Taras Shevchenko National University of Kyiv [1989 – 1992]

COURSES

Computer accounting 1C [2006]

English language Pre-Intermediate [2002 - 2003]

Accounting of enterprises of different forms of ownership with the use of computers [2000 - 2001]

LANGUAGE SKILLS

UKRAINIAN (Mother tongue)

ENGLISH

UNDERSTANDING B1-B2 • **SPEAKING** B1-B2 • **WRITING** B1-B2

SKILLS

I learn new things easily and quickly / Ability to find a common language / Adaptability / Ability to work in stressful situations / Self-organization / Responsible attitude to work