

Curriculum Vitae of Andriy Saltanchuk

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▼ Objective

Always deliver visible and tangible business results for the client with the client. To achieve that my short-term objectives: 1) join a professional development program of top education providers (Stanford, Harvard) within next 2 years and 2) obtain highly rated practical software development skills. My long-term goal: become an internationally recognized expert in implementing effective and simple business solutions using advanced organizational behavior and digital practices.

▼ Work History

6 m, Feb 2020 - current

ASK Solutions SRLs (Italy) | Owner | Entrepreneur | Italy

1 yr, Feb 2019 – Feb 2020

RPCG (Poland) | Snr. Consultant | Consulting Partner, Project lead, Trainer, Coach | Romania

10 m, Feb 2018–Dec 2018

Renoir Group (Middle East) | Snr. Consultant | Coach, management solutions designer, Interim project lead | Azerbaijan

5 yrs, Jan 2012–Mar-2017

Partners in Performance (CIS, Africa) | Consulting Manager | Workstream lead, Consultant, Coach, Trainer | Russia, Ukraine, Kazakhstan, Australia, Zambia, Mauritania

2 yrs, Jan-2011–May 2013

Highland Group Consulting (USA) | Consultant | Front-Line Coach | Canada, Ireland, Kyrgyzstan

2 yrs, Nov 2007–Mar 2010

Celerant Consulting (Hitachi) (UK) | Snr. Consultant | Workstream lead, Consultant | Ukraine

▼ Achievements Summary and cases:

- Delivered \$100m+ of financial value over last 14 years on 18 projects and 6 analysis' for global multinational companies in mining and mineral processing (from top 5), oil and gas (top 5), and metallurgical (top 10) industries. (*case 1 below*)
- Developed operational consulting practice, trained experienced managers, skilled consultants, formed a team of change agents for the client. Designed and established change team development process. (*case 2 below*)
- Managed intensive and challenging change programs and implemented operations and maintenance process/system management solutions across various levels of corporate organizations. (*case 3 below*)

Cases:

- Gold Processing Plant. Mauritania.** Implemented Continuous improvement process at the mineral processing plant with the pipeline of \$10m of annual savings; established operations reporting for front line management of fixed plant maintenance daily and weekly routines. Implemented effective Processing plant Operational and Cost Reviews contributing to successful \$30m savings project for a leading global gold mining company. (*Kinross Gold*)
- Oil & Gas - Downstream. Org Design. Romania.** Developed framework for Organizational turnaround project governance (metrics, progress meetings, training program etc.) and contributed to solutions design (process, structure system). During 20% overhead cost reduction program at downstream corporate headquarter implemented framework for process-based management (97 core processes). Selected and interviewed candidates for Business Improvement established skills development process. Received a recognition reference Letter from COO. (*KMG-Rompetrol*).
- Oil & Gas – Midstream and Upstream Maintenance. Azerbaijan.** Recovered an underperforming workstream, acted as interim project lead, motivated the team, and brought the workstream back on track to achieve the project objectives. Designed and implemented digital and management tools to increase maintenance productivity by 50% at oil and gas terminal and 3 offshore platforms. After completion, the project became a benchmark of operational program success for the company. A consulting company sold 2 similar projects in other regions (*British Petroleum*)...

▼ Education

2004-2007

High School of Economics (HvA), Amsterdam, The Netherlands

- BBA, International Finance | GPA – 7 | Financial Accounting, Corporate Finance, Financial Risk Mnt, Bank Management, Information Systems Mnt, Stock Valuation, Marketing, International Law, Project Management (Case based), SAP FI/CO/TR, etc.

2000-2004

Larenstein College (Velp University), Deventer, The Netherlands

- Bachelor of Honors, International Agricultural Trade | Grade – 7 | Business Management, Strategic Marketing, Business Communication, Supply Chain Management, Export Management and Organization, etc.

▼ Skills & Courses

- **Project Management & Leadership:**
 - Partners in Performance - Intensive Manager Training
 - Change Project Management
 - Consulting Project Governance
 - TeamWork
 - Stanford: Innovation and Entrepreneurship – online course, the intro to LEAD certificate.
- **Digital:**
 - Full-Stack Software Development EUR5 qualification (HTML, CSS, JavaScript, Python, SQL, Django) – CodeInstitute (intensive online course – graduation expected Dec. 2020)
 - Power Business Intelligence; MS Excel Advanced and MS Office (PowerPoint, Outlook etc)
 - Google Apps Suite: Google Sheets, Data Studio, Appscript, Forms, Sites Maps, etc. (LABA)
- **Consulting:**
 - Operational consulting practice development,
 - Business Analysis,
 - Continuous Improvement Process, Cost Reduction, Performance Management
 - Front-Line Management,
 - Business Process Optimization,
 - KPI design, application for management, Meeting Effectiveness,
 - Management Solutions Design and Implementation,
 - Change agent training program design and individual coaching
 - Industrial areas: Open pit and Underground mining, Oil Upstream midstream Maintenance, Pharma
- **Languages:**
 - English (CEFR-C1), Russian–native, Ukrainian-native, Dutch and Italian – very basic.

▼ Other activities:

- Consulting Practice Owner: ASK SOLUTIONS SrlS: www.ask-for-solution.com
- Established regional public organization “Regional Strategy of Sustainable Development” (Ukraine, Vyzhnytsya).
- Business Advisor for SMEs at regional level in Italy and Ukraine

▼ References (some of them)

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| • JAROSLAW RUTKOWSKI, | Director/Owner | RPCG , Poland |
| • JAMILYA ALIEVA, | Project Lead, | BRITISH PETROLEUM , Azerbaijan |
| • DANIEL MENENDEZ, | COO, | RENOIR GROUP , Middle East |
| • ERIKS CIGUZIS, | CIS Director | PARTNERS IN PERFORMANCE , CIS |
| • SEAN TREMBLEY | COO Consulting | HIGHLAND GROUP CONSULTING , USA |
| • IAN JONES | Regional Manger | CELERANT CONSULTING , UK |

Reference contact information upon request