

Avraamova Sofia

Female, 36 years, born on 17 June 1985

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sofia.avraamova@gmail.com — preferred means of communication

Reside in: Moscow

Citizenship: Russia, work permit at: Russia

Not ready to relocate, ready for rare business trips

Desired position and salary

Senior legal/Head of legal

Lawyers

- Contract Law
- Compliance
- Corporate Law

Employment: full time

Work schedule: full day

Desired travel time to work: any

Work experience — 13 years 9 months

April 2019 — till now
2 years 6 months

Sagiar

Head of legal

- Executed legal support on diverse areas of expertise including various types of contracts
- Corporate law (incl. dealing with tax authorities), labor law, data protection, compliance, litigations
- Led the process of obtaining licenses
- Negotiated partnerships with international suppliers

January 2011 — till now
10 years 9 months

Beiersdorf AG

Senior legal counsellor

International skin care company with globally leading brands such as NIVEA, NIVEA MEN, Eucerin, La Prairie, Labello and Hansaplast.

Senior legal counsellor

Leadership and business development

- * Led the development of standardized contracts and amendments for all functions that resulted in 50% reduction of contracts approval cycle ;
- * Organized a workgroup among the top 10 skin care companies in Russian market to develop a common approach in solving the issues of new legislation regarding the access to clients personal information

Project management and operations

- * Executed legal support of the global international sponsorship project with World Hockey Championship in Sweden, Belarus, Russia etc. ;
- * Negotiated partnerships with local brand ambassadors (famous Russian Olympic champions Alexey Tikhonov and Maria Petrova) ;
- * Minimized losses in the litigation case (initiated by Unilever) vs. Federal Antimonopoly Service resulted in the minimum possible fine ;
- * Led negotiations with local and international retail chains (Metro C&C, Auchan, X5 group) on supply contracts ;

September 2018 —
March 2019
7 months

Ingram Micro

Sole lawyer

- Legal analysis and research
- Preparation of corporate documents incl. charter capital increase
- Copyright issues
- Legal support of external and internal activities of the company
- Preparation and legal expertise of all types of contracts

January 2009 —
January 2011
2 years 1 month

Pernod Ricard S.A.

Lawyer

#2 world spirits producer with global brands ABSOLUT Vodka, Martell, Jameson, Chivas Regal, Ballantines etc

January 2008 —
January 2009
1 year 1 month

Pernod Ricard S.A.

Lawyer

#2 world spirits producer with global brands ABSOLUT Vodka, Martell, Jameson, Chivas Regal, Ballantines etc

Project management and teamwork

- * Efficiently collaborated with brand management team on avoiding all legal restrictions in marketing legal matters concerning promotional and advertising activities including lotteries ;
- * Conducted quarterly informal educational sessions to marketing department, related to latest legislation changes and their practical application ;
- * Developed legal framework for conducting complex promotional event "Olmeca Gold Fever feat. David Guetta" including pre promo competitions in on-trade channel, advertising promotions in off-trade channels and extensive post PR coverage ;
- * Communicated with five affiliates (Kazakhstan, Ukraine, Armenia, Belarus, Georgia) on the various legal issues

Intellectual property and sponsorships

- * Led legal support of PR project for Chivas Regal brand in producing and showcasing a movie during the Cannes Film Festival, directed by celebrity producer Alexey German with Chulpan Khamatova as the leading actress ;

Education

Higher

2018

INSEAD

MBA

2010

Pericles Law Center of International Legal Education

2008

Kutafin Moscow State Law University

Specialist

Key skills

Languages

Russian — Native

English — C2 — Proficiency

Spanish — B2 — Upper Intermediate

Skills

Исполнительность

Further information

About me

Legal support in all areas

History

Responses

Head of Legal&Compliance Russia-CIS
20 September 2021