



DMITRIY RUDAKOV

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Professional Profile

- Full-stack Developer with more than 25 years of amateur experience in programming. Experienced with all stages of the development cycle for dynamic web projects.
- Professional Training&Development Consultant with more than 15 years' experience in corporate training, coaching, and consulting services.

Education

- 1997-2002 Penza State Pedagogical University
Economics&management
Manager, interpreter (English)

Professional Experience

- **2021 – 2022 Elbus bootcamp Moscow**
Full-stack developer - internship
Web applications team development
- **2020 – 2021 SavSan LLC Moscow**
Full-stack Developer
Corporate web-site & State procurement CRM system development from scratch
- **2013 – 2021 Richardson London**
(www.richardson.com)
Senior Consultant
Richardson customers in Russia sales&management system improvement (Cargill, Zinpro, DLL, Kennametal, Schlumberger, AVAYA, NOKIAN Tyres, ORICA, AMWAY, MINOVA, Endress&Hauser etc.)
- **2013 – 2015 B&N Insurance LTD Moscow (www.binins.ru)**
Head of T&D and sales support
 - Training & methodological base development to build effective sales system inside the company and through the banks - sales partners
 - Department management (recruiting, T&D, managing coaches team)
- **2011 – 2012 GE Money Bank Russia Moscow**
T&D department head (sales)
 - Managing the team of sales trainers
 - Developing, approving and implementation of new training programs & academies

- **2007 – 2011** **CiV Life** **Moscow**
www.civ-life.com
Head trainer
 - Sales channels development (saving plans, personal loans&credit cards insurance)
 - Trainings & field coaching of Citibank Russia staff
- **2006 – 2007** **Rossgosstrakh** **Moscow**
www.rgs.ru
Head trainer for life insurance
 T&D system for life insurance development
- **2005 – 2006** **Citibank** **Moscow**
www.citibank.ru
Lead T&D specialist
 - CitiGold Academy creation & development
 - Branch Managers Academy creation & development
 - Trainings organization & conducting in tight contact with business units
 Starting from June 2005 - training team supervisor (8 subordinates).
- **2004 – 2005** **IFD Kapital** **Moscow**
Corporate sales department specialist
 - Active sales of pension plans, insurance and investment products
 - Sales seminars for corporate customers' organization
- **2004 – 2004** **Locko-bank** **Moscow**
www.lockobank.ru
Interbank sales specialist
 Working with other commercial banks - active sales of banking solutions
- **2002 – 2004 Ministry of economic development & trade of Russian Federation**
Moscow
economy.gov.ru
Lead specialist
 - Russian financial markets & institutions monitoring and analysis
 - Legislation development & updating

Technical Skills

- More than 25 years' amateur experience (hobby) in informatics & programming: JavaScript, React, Redux, Node.JS, C, Python, Assembler, Delphi, PHP.

Linguistic Skills

- Russian – native
 English – fluent
 German – basic
 Spanish – basic

Hobbies

- Programming, AI/ML.
- Motorcycles
- Gym

Courses& Certificates

- **Elbrus boot camp**, Full-stack developer (JavaScript, Node.JS)
- **IBM**, Introduction to Artificial Intelligence, 2020
- **University of California, Santa Cruz**, C for Everyone: Programming Fundamentals, 2020
- **University of California, Santa Cruz**, C for Everyone: Structured Programming, 2020
- **Johns Hopkins University**, The Data Scientist's Toolbox, 2020
- **Johns Hopkins University**, R programming, 2020
- **Mail.ru group**, Programming fundamentals, 2019
- **Schlumberger**, Advanced Sales Skills, 2013
- **Citibank**, Basic Management Skills, 2005
- **Citibank**, Client-focused investment sales, 2005
- **Citibank**, Structured products training program, 2005
- **Citibank**, Regional Investments Certification Program, 2005
- **Instituto de Credito Oficial (ICO, Spain)**, Banking development international program, 2003