



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

- **2013 – present** **Richardson** **London**
(www.richardson.com)
Senior Training Consultant
 - Representative of the company in Russia & CIS
 - Training materials adaptation and translation
 - Conducting sales & sales management trainings for Richardson's customers in Russia (KONE, MINOVA, AMWAY, ORICA, Kennametal, Schlumberger, AVAYA, Cargill, DLL)
- **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)
 - Organization and conducting trainings for commercial banks - partners of the company
- **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
 - Developing&conducting Training for trainers
 - Member of workgroups on new banking products&procedures implementation
 - Quarterly examination system creation and implementation (as a part of personal career development plans)
 - Recruiting, trainings & development of new sales trainers
 - Developing of new T&D system for managers and sales

- KPI and bonus system for sales trainers' development & implementation
- T&D budget planning & controlling

- **2007 – 2011** **CiV Life** **Moscow**
 (www.civ-life.com)
 Head trainer
 - Sales channels development (saving plans, personal loans&credit cards insurance)
 - Sales contests development & implementation
 - Trainings & field coaching of Citibank Russia staff
 - Trainings development and adaptation
 - Recruiting & development of new coaches
 - Coaches work organization
 - Training quality assessment
 - Trainings for trainers' development and conducting

- **2006 – 2007** **Rossgosstrakh** **Moscow**
 (www.rgs.ru)
 Head trainer for life insurance
 T&D system for life insurance development:
 - Development, purchasing and adaptation of training programs
 - Regional trainers recruiting & development
 - T&D and reporting standards development and implementation
 - Trainers work in 60 regions organization (49 subordinates)
 - Training quality assessments
 - Planning, organization and conducting trainings for regional managers, team managers
 - Personal development & motivation system for trainers' implementation
 - Conducting trainings for sales & managers

- **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

	<ul style="list-style-type: none"> • 2002 – 2004 Ministry of economic development & trade of Russian Federation Moscow (economy.gov.ru) Lead specialist <ul style="list-style-type: none"> - Russian financial markets & institutions monitoring and analysis - Legislation development & updating - Member of the workgroups of State Duma, Government - Pension system reform implementation
Technical Skills	<ul style="list-style-type: none"> • More than 25 years' amateur experience (hobby) in informatics & programming: Assembler, Basic, TurboPascal, Delphi, PHP, C, Python, JavaScript.
Linguistic Skills	<ul style="list-style-type: none"> • Russian – native English – fluent German – basic Spanish - basic
Hobbies	<ul style="list-style-type: none"> • Programming, AI/ML, Data Science • Motorcycles
Courses& Certificates	<ul style="list-style-type: none"> • 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