

# Ilya Sytykh

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## Education

### **MASTER OF SCIENCE IN BUSINESS ADMINISTRATION | 2012 | JONKOPING INTERNATIONAL BUSINESS SCHOOL**

- Master thesis: Customer Interaction Center as a Method for Achieving Customer Relationship Excellence: A Case Study at Carl Zeiss de Mexico.  
Link: <http://www.diva-portal.org/smash/get/diva2:534670/FULLTEXT01.pdf>
- Postgraduate course: International Business (Auckland University of Technologies, New Zealand)

### **SPECIALIST OF COMMERCE | 2009 | SAINT-PETERSBURG STATE UNIVERSITY OF ENGINEERINGS AND ECONOMICS**

- Major: World Commerce

## Work experience

### **HEAD OF ECONOMICS AND FINANCE | NIKOLSKY OIL REGENERATION PLANT LLC | 09.2018 – TILL NOW**

- Started the company from zero level;
- Built financial model of the project from scratch and consistently supported it;
- Attracted project financing of RUB 1,54 bln (positive decision of bank's credit committee) ;
- Launched and finished marketing research including all issued from sourcing of raw materials to sales of base oils (in cooperation with Argus Media);
- Operational control of company's financial activities, including budgeting, receivables- payables discipline;
- Organized tender procedures to identify best service suppliers;

### **LEAD INVESTMENT SPECIALIST | OJSC NEFTEGAZHOLDING (FORMER – INDEPENDENT PETROLEUM COMPANY) | 06.2014 – 02.2018**

- Various roles from Project manager at International Business Department to Lead investment specialist at the Company's President Office;
- Performed a re-valuation of company's assets and identified points for organic and non-organic growth;
- Created and Initiated Khabarovsk Refinery Development Plan – Construction of Delayed Coke Unit with infrastructure:
  - Conducted extensive Russian Far East petroleum products market;
  - Prepared high-level investment model for project start-up;
  - Organized tender procedure for identification of technological partner;
  - Confirmed the model with Deloitte valuation team;
- Built a USD 30M green-field investment case for Nikolsky Oil Regeneration Plant in Saint-Petersburg;
- Conducted a comprehensive review of assets under control and implemented new corporate governance structure. Changes resulted in USD 1,5M in tax reliefs for dividends distribution to holding level;

- Participated in development of IPC's International Business Strategy as a part of Group Strategy.

#### **AUDITOR | KPMG |09.2012-02.2014**

- Participated in audit engagements with largest companies in the North-West Region of Russia;
- Identified improvement opportunities in gas cost accounting and correlation of cost with final product. The initiative resulted in adjustment to the FS face;
- Participated in several projects of RU GAAP transformation to IFRS;

## **Skills**

### **MANAGEMENT:**

- Have experience of small team management (up to 20 people), including in-house and outsourcing specialists;
- Even distribution of tasks and responsibilities among the team ('waterfall'), setting appropriate deadlines and control of allocated jobs;
- Evaluation of individual and team performance;

### **GOOD COMMUNACATION SKILLS**

- During my work as Project manager at IBD I have built good long-term relationship with JV's partners which allowed to achieve agreement in the most effective way (result – JV's owning structure reorganization);
- Experience in communication with business owners, shareholder and top-managers of companies.

### **PROGRAMMING SKILLS**

- I have started to learn Python, including Pandas, SciPy, MathPlotLib and some others, to improve speed of calculation and data analysis and visualization of information.

## **References**

- Efim Suchkov – my former colleague at IPC, now he is Head of Business Development Department at Gazprom-neft, cell: + 7 985 643 43 93 ;
- Leonard Bidny – CEO of Nikolsky Oil Regeneration Plant, cell: +7 903 564 30 59