

Dmitry Kochnov, Ph.D.

7508 N Rea Park Ln ▪ Charlotte, NC 28277 ▪ (980) 327-5447
dr.kochnov@gmail.com

Experienced and dedicated professional with a robust background in operations management and a deep focus in FinTech. Expert in leveraging innovative technologies and data-driven strategies to optimize processes, reduce costs, and increase productivity. Proven track record of leading successful digital transformations in diverse industries, with particular strengths in supply chain management, financial planning, risk management, and strategic decision-making. Exceptional blend of technical skills and business acumen, with a strong record of building highly efficient teams, fostering innovation, and aligning technology with business goals.

HIGHLIGHTS

- FinTech Solutions Implementation
- Strategic Financial Planning & Analysis
- Risk Management & Mitigation
- Agile Project Management
- Business Development & Strategy
- Data Analytics & Visualization
- Leadership & Team Building
- Operations Optimization

EXPERIENCE

The DB7 Company

General Manager

Charlotte, NC

Oct 2022 – Present

- Spearheaded the digital transformation of business operations by implementing a suite of FinTech solutions for route optimization, freight management, and operational efficiency.
- Oversaw the deployment of predictive analytics to forecast future trends, aiding in proactive decision making and strategic planning.
- Conducted comprehensive risk assessments to safeguard the organization against market volatility and financial threats.
- Led the execution of financial management processes, from budgeting and cost control to P&L analysis, boosting financial performance and business resilience.

Pro-Tops Inc

Senior Engagement Manager

Charlotte, NC

Sep 2021 – Sep 2022

- Managed the financial oversight of high-profile projects, applying FinTech tools for budgeting, resource allocation, and financial outcome optimization.
- Developed key performance indicators (KPIs) and utilized data analytics to monitor and improve performance, enabling real-time response to operational issues.
- Implemented an array of technology solutions and services, aligning technological capabilities with strategic business objectives.

Holiday Resort and SPA Guam*Director of Operation / Lodging manager*

Tumon, Guam

Sep 2018 – Aug 2021

- Implemented a suite of advanced analytical tools and dashboards to track performance metrics, enhancing financial transparency and improving operational efficiency.
- Spearheaded the integration of a revenue management system, optimizing pricing strategies and maximizing room occupancy and revenue.
- Instituted stringent financial controls and audit procedures to ensure financial integrity and compliance with regulatory requirements.

Rota Resort and Country Club*Acting General Manager*

Rota Island, CNMI

Oct 2016 – Sep 2018

- Initiated the digital transformation of the resort's operations by integrating FinTech solutions, including point-of-sale units, member billing, and accounting software, leading to improved business efficiency.
- Executed strategic revenue-generating initiatives, including securing strategic partnerships and orchestrating high-profile events. These efforts, coupled with infrastructure enhancements and cost-saving measures, substantially improved financial performance.
- Launched a comprehensive employee training program that emphasized customer-centric service and up-selling techniques, leading to a 36% boost in revenue and improved customer satisfaction.
- Utilized data-driven strategies to elevate the customer loyalty rate from 14% to 47%, demonstrating the effective application of analytics in customer retention and engagement.

Holiday Resort and Spa Guam*Consulting*

Tumon, Guam

Feb 2016 – Oct 2016

- Deployed cost-saving initiatives using financial technology principles, reducing operational expenses and optimizing resource allocation.
- Leveraged project management software to oversee property renovations, leading to an increased occupancy rate from 53% to 79%.
- Utilized data-driven marketing strategies to boost promotions and special events, significantly increasing revenue.
- Recognized for effective leadership, awarded with increased responsibility for oversight of Rota Resort and Country Club due to proficiency in applying FinTech methodologies to operations.

Pantagruel*General Manager*

Moscow, RU

2010-2015

- Initiated the digital transformation of financial processes, streamlining operations and improving data accuracy.
- Deployed data-driven analytics software for financial performance tracking, instrumental in shaping cost control and revenue growth strategies.
- Successfully optimized net operating income through the implementation of advanced FinTech solutions for cost management and revenue enhancement.
- Modernized infrastructure expense management and invoice processing by utilizing innovative financial technology tools.

**The Institute of Legislation and Comparative Law
under The Government of The Russian Federation**
Scientific Officer

Moscow, RU
2014-2016

- Developed financial modeling and forecasting tools, providing strategic insights to guide decision making.
- Conducted thorough market research to inform the development of partnership agreements, supporting business growth through strategic collaborations.
- Championed the use of data visualization tools for presentation at international conferences, enhancing comprehension and engagement.

EDUCATION

Academy of Social Relations

Moscow, Russia

Ph.D., Economics (evaluated by IACEI, Denton, TX)

2009 - 2012

- Economics and Management of the National Economy

Master of Science, Economics (evaluated by IACEI, Denton, TX)

2004 - 2009

- State and Municipal Management

Rutgers University

Charlotte, NC

- Financial Technology

2022 - 2023

ADDITIONAL CERTIFICATIONS AND COURSES

University of California San Diego Extension (GUAM BRANCH)

Tamuning, GU

- Construction Safety and Health (OSHA)

2019

Harvard University

online course

- Justice

2018

The University of Queensland

online course

- Tourism and Travel Management

2018

Harvard University

online course

- Contract Law

2017

Kyoto University

online course

- Culture of Services

2017

Imperial College Business School

online course

- Accounting Essentials

2017

Beijing Language and Culture University

Beijing, China

- Chinese Language and Culture

2013

Humboldt Universitat zu Berlin

Berlin, Germany

- Management experience and the introduction of innovative technologies in various business area in Germany: international, economic and legal aspects

2011

Trade Union Committee, Administration of the President of the Russian Federation

Moscow

- Fundamentals of Business Etiquette

2010-2012