



ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ
«ГАЗПРОМНЕФТЬ МАРИН БУНКЕР»
(ООО «ГАЗПРОМНЕФТЬ МАРИН БУНКЕР»)

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№ _____
на № _____ от _____

Letter of Recommendation

With this letter I am pleased to recommend Maksim Sannikov, a student of the master's program "International Business" of the Higher School of Economics, who completed an internship in the company "Gazpromneft Marine Bunker".

M. Sannikov held the position of Business Analyst intern at the Digital Product Monetization Center, where he demonstrated strong analytical skills with in-depth knowledge of business and management. I would also like to emphasize his high work capacity and results-oriented attitude.

The main tasks in which M. Sannikov participated are as follows:

- Digital product development, in particular, development of the business model, business processes and the user journey map (CJM);
- Analyzing the market for similar products;
- Conducting price performance analysis of competing products.
- Assisting in the analysis of the product's production KPIs (metrics system);
- Developing and conducting in-depth interviews with digital product users.

Maksim applied skills in Microsoft Excel, Visio and Figma, skills in strategic analysis and forecasting, in addition he gained knowledge related to forms of business process organization and product user experience development.

I would also like to point out the teamwork skills, as well as the ability to make independent and effective decisions when necessary. Gazpromneft Marine Bunker appreciates his contributions and recommends him to work on similar tasks requiring the same skills and competencies as his work.

Head of Digital Product Monetization Center

Aleksey Rodin



**ООО «ГАЗПРОМНЕФТЬ
МАРИН БУНКЕР»**