

Sergey Radkov

6224 N. Park Meadow Way, Apt. 101, Boise ID 83713 • (208) 283-9080 • radkovsn@gmail.com

Permanent Work Authorization • No Visa Sponsorship Required • Open to Relocation

PROFESSIONAL SUMMARY

Product engineer with 5+ years' telematics service promotion and 8 years' vehicle fleet management experience; extensive cost analysis knowledge and a track record for identifying solutions to reduce cost and increase efficiency

KEY SKILLS

- Practical and creative problem solver with exceptional attention to detail
- Strong presentation, communication and negotiation skills
- Demonstrated success in project and staff management
- Ability to work under pressure, meet tight deadlines and adapt to rapidly changing environments
- Proficient in Microsoft Office (Word, Excel, Power Point), Lotus Notes
- International experience and bi-lingual in English and Russian

PROFESSIONAL EXPERIENCE

Senior Product Engineer, Volvo Truck Russia, Moscow, Russia

07/2010 – 10/2015

A branch of Sweden-based Volvo Trucks, a global manufacturer with operations in over 140 countries

- Promoted Volvo telematics services, provided technical support for 600+ customers and 100+ team members
- Established new consulting service using Volvo's telematics data to design driving improvements that reduced customer fuel costs by up to 15%
- Increased truck telematics services by 2900% (200 to 6000) over 5 years
- Prepared and delivered technical presentations for existing and prospective customers and prepared and edited all telematics-related print and online materials
- Attended professional development trainings (presentation skills and time, conflict, and project management)

Transportation Coordinator, TOTAL Exploration & Production Russia, Moscow, Russia

02/2008 - 06/2010

Subsidiary of TOTAL S.A., a French multinational oil and gas company

- Managed company carpool of 120+ cars, managed 15 drivers, and oversaw staff/customer transportation services
- Ensured staff compliance with administrative policies and procedures, safety rules, union contracts, environmental policies and government regulations
- Oversaw contract compliance with leasing, insurance, transportation and other corporate partners
- Purchased company cars and ensured timely maintenance, resulting in cost savings of over 10%

Transportation Manager, Unimilk, Moscow, Russia

10/2006 – 08/2007

Russia's largest dairy producer; now owned by Danone, a world leader in the food industry

- Managed corporate carpool of 100+ cars, supervised 10+ drivers, and oversaw transportation services for staff and visitors
- Developed transportation plans, policies and budgets
- Oversaw contract compliance with leasing, insurance, transportation and other corporate partners
- Purchased company cars and ensured timely maintenance of all vehicles

Transportation Specialist, PKD Optima, Moscow, Russia

09/2003 – 10/2006

General distributor of Philip Morris USA in Russia

- Monitored transport department's safety, personal responsibility and maintenance policy compliance in ~20 company branches, with a total fleet of over 2000 vehicles
- Established each branch's transport department budgets and ensured compliance
- Oversaw purchase of company trucks and cars, with a yearly turnover more than 500 vehicles
- Negotiated contracts with insurance companies and oversaw compliance

EDUCATION

Master's Degree, Transport Management (combined bachelor/master program)

09/1997 – 06/2002

State University of Management, Moscow, Russia

Russia's leading university in the field of management education

- Five year program specialized in management, technology, communications and accounting for motor transport companies and business transport departments