

# Eduard Gubaidullin

Data-driven, goal-oriented leader with 10+ years experience in IT leadership positions. Design and implementation business strategies to maximize today's opportunities while preparing for the future.

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## EXPERIENCE

### **FINOTEC CO., LTD., Head Of Information Technology Department**

2020 – PRESENT

- Management of IT service in an international Company with branches in three countries of Southeast Asia and Europe;
- Reformed an IT department to improve operational efficiency and guarantee 24/7/365 availability of critical services;
- Created a culture of transparency, collaboration, accountability, and commitment to excellence, across the IT team;
- Building infrastructure 'from scratch';
- Migration of all critical systems to the cloud;
- Managed commercials, tenders, vendor selection and relationships;
- Used solutions/technologies: Fortigate, Cisco, Symantec, VMware, Tableau, Microsoft, Synology, Bitrix24, Flyfonetalk, Line, Google workspace, Google Cloud, Alibaba Cloud, Docker/Kubernetes, Zabbix, Grafana, etc;
- Over 1000 users.

### **NDA, Expert Consult**

2016 - PRESENT

- Developed a roadmap and a set of measures for the implementation of import substitution;
- Optimized IT budget by reducing unused cloud resources by 25% and IT spend by 22%;
- Implementation of retail automation (Set Retail by CSI Crystal) in conjunction with SaaS services ABM Cloud (Automated ordering system) + ABM Shelf (shelf space optimization) + ABM Loyalty (loyalty system) + Smart Mobile (software platform for developing corporate mobile solutions for mobile devices);
- Digitization and optimization of business processes;
- Integration of cloud services "Moy Sklad", "Business.Ru" with marketplaces and online stores on OpenCart platforms, 1C Bitrix, WordPress WooCommerce, Ecwid, CS.Cart;
- Implemented IoT projects (ZigBee, Z-Wave, MQTT, BLE, LTE-M);
- Implementation of dashboards and analytics with using SaaS;
- Employee development, training, mentoring.

## SKILLS

Leadership

Adaptability

Communication

Goal-oriented

Mentorship

IT-Management

Digitalization and Digital Transformation

IT Strategy

IOT

Project Management

Agile

## CERTIFICATIONS

Scrum Foundation Professional Certificate (SFPC), CertiProf

Six Sigma Yellow Belt, 6sigmastudy

MCTS: Microsoft Dynamics® CRM 4.0 Installation and Deployment

MCTS: Microsoft Dynamics® CRM 4.0 Customization and Configuration

Customer-Centric IT Strategy, Darden School of Business | Coursera

Organizational Change and Culture for Adopting Google Cloud Specialization, Coursera | Google

Google Cloud Digital Leader Training Specialization, Coursera

## **LLC Managing Company "Salute", Head of IT Department**

2016 - 2018

- Design and implementation of IT development strategy;
- Optimizing and digitizing business processes;
- Budget planning and execution control;
- Reducing IT operating costs (8%);
- Implemented a system of training and testing of personnel. Improvement of the quality of personnel training;
- Implementation of Business Intelligence solution;
- Implementation of Electronic Document Management System. Paper cost savings were reduced by 70%. Process speed increased by 80%.

## **OMC, Head of IT Department**

2015 - 2016

- Maintenance of the IT infrastructure of a distributed Arctic town (about 30K people) during the construction of an LNG plant of remote hard-to-reach facilities 24/7;
- Budget planning and execution control;
- Organization of wireless communication between remote and inaccessible objects using radio relay equipment;
- Customer Satisfaction (CSAT) - 97.8%.

## **SPAR International, Head of IT Department**

2010 - 2015

- Development and implementation of an IT strategy at the enterprise (IT transformation as part of the Digital Transformation);
- Controlled annual IT Infrastructure budget and provided optimization year on year through improvisation in technology.
- Organization of a team of specialists, their motivation and professional growth (raised 4 leaders);
- Digitalization of the Company's processes, implementation of a corporate business intelligence system;
- Implementation of a warehouse management system (WMS). Reducing order assembly errors, speeding up order assembly, reducing inventory by up to 15%;
- Reducing logistics costs - up to 11%. Distribution of loading of cars, taking into account the route of movement.
- Optimized IT budget by reducing IT operating costs by 30%;
- Ensuring the compliance of the trading and accounting system in accordance with the regulatory requirements of the legislation;
- Implementation of the EDI system to optimize work with orders to suppliers;
- Implementation of a loyalty system;
- Development and implementation of our own auto-order system. Reduced order fulfillment costs by 92%;
- Reducing financial losses, increasing the quality of customer service by creating a video surveillance department.

| Google

Agile Meets Design Thinking

Digital Transformation, BCG | Coursera

Industrial IoT on Google Cloud, Coursera | Google

IBM Blockchain Foundation Developer, Cognitive Class

Digital transformation. Fast start, Stepik

Information Security Basics, Softline Group

### **LANGUAGES**

Russian

English

Tatar

## EDUCATION

**Moscow Technical Institute, Project Management**

2022

**Yandex School of Data Analysis, Cloud Service Engineer**

2022

**Sterlitamak State Pedagogical Institute, Technology and Entrepreneurship**

2006

## PROJECTS

**Electronic school diary, 2006**

- Development of an electronic school diary;  
40% increase in student achievement.