



# Viktor Kodanev

Male, 32 years, born on 15 November 1983

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Currently reside in: Moscow

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## Work experience — 9 years 2 months

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March 2014 — till  
now

### Company Metall Profil Ltd. (Metallurgy)

<http://www.metallprofil.ru>

#### Head of Purchasing Department

The company is a World leader in manufacturing of metal shingles and guttering. The company has 17 plants and more than 70 subsidiaries in Russia and CIS.

1. Managing of all purchasing departments of the company (2 in headquarter, 6 in subsidiaries). Totally more than 40 employees in direct reporting line;
2. The development of relationships with Suppliers (raw materials, packaging, chemistry, spare parts);
3. Implementing of new purchasing technologies (e-trading, electronic workflow, consignment, etc.)

November 2009 —  
November 2013  
4 years 1 month

### Syktyvkar Tissue Group OJSC (FMCG manufacturing company)

[www.sgbi.ru](http://www.sgbi.ru)

#### Head of the procurement and logistics department (SCM)

STG is one the biggest Russian tissue manufacturers (3rd). The company is headquartered in Syktyvkar city.

1. Purchasing at all the material categories (virgin pulp, chemistry, packaging, cardboard, spare parts, accessories, etc.) for 2 mills located in different Russian regions;
2. Planning of all production equipment;
3. Managing the transportation logistics;
4. Project Manager of the "Kimberly-Clark contractual production project"

Multinational company Kimberly-Clark and STG during 10 months have been developing the project of contractual manufacturing of toilet paper "Kleenex" at the STG mill in Syktyvkar. The project has been successfully launched to the regular working phase.

May 2009 —  
October 2009  
6 months

### Gorod Masterov (Retail DIY)

#### Head of the purchasing division "Tools, ironmongery"

Making a situational analysis of product groups on Russian and local markets, designing and adjustments of product matrices, planning of purchasing volumes, proceeds and profits, negotiations with suppliers, contractual work, taking part in development of marketing campaigns on respective product groups, designing of planograms and control of merchandising.

Achievements: due to concluded contracts with low-cost suppliers in a crisis year the profits in tools have been increased by 30-40% and the profits in ironmongery have been doubled.

December 2005 —  
June 2006  
7 months

### Chamber of Commerce

Komi Republic, <https://tpprf.ru/ru/tpp/northwest/komi/> — Business Services

#### Marketing manager

Managing full cycle of initiative and ad hoc researches, promotion of the business journal

"Mercurius", interaction with the companies - members of the Chamber. Achievements: Manager of the biggest in Komi media- research project in seven regional cities with sample of almost eight thousands respondents.

July 2004 —  
November 2005  
1 year 5 months

## Europe Plus - radio

Komi Republic, [www.europaplus.ru/](http://www.europaplus.ru/) — Media, Marketing, Advertising, PR, Design, Production

### Marketer

Conducting of quantitative researches, focus-groups, personnel surveys; organizing of promo events; interaction with mass media; design of advertising campaigns; forming of marketing plans, reports and budgets

## Higher education

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- 2009      **CEMS MIM, studied at University of Cologne in Germany and Stockholm School of Economics in Sweden**  
<http://www.cems.org/mim> Master in International Management
- 2008      **Graduate School of Management at St. Petersburg State University**  
<http://gsom.spbu.ru/gsom/> Master in International Business (English-language program)
- 2006      **Syktyvkar State University, Syktyvkar**  
Faculty of Management, Marketing (5 years of study)

## Professional development, courses

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- 2011      Certificate ISO 19011
- 2007      Course of German language (B2) in Cologne.
- 2005      Course "Consultant plus, technology 3000"
- 2003      Course Applied Economics with defense of Business Plan

Russian — native  
English — I am a fluent speaker of  
German — basic knowledge

## Additional information

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- Developed negotiation and leadership skills;
- ISO 19011 certified auditor;
- Good experience in procurement system development at large manufacturing company;
- Multitasking;
- Good experience of international team-working;
- Reliability and responsibility in fulfillment of strategic and operational objectives.

The reference letters: upon request.