

**IGOR DAVYDOV**

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**WORK & LEADERSHIP EXPERIENCE**

<b>RUSSIAN PRESIDENTIAL ACADEMY OF NATIONAL ECONOMY AND PUBLIC ADMINISTRATION, Junior Scientist</b> <i>4 articles were published (e.g. "Some results of research on new crisis predictors" in Voprosy Ekonomiki)</i>	Russia, Moscow May 2019 – Now
<b>NPO KONVERZIA, Senior consultant</b> <i>Participated in engagement on extension of manufacturing facilities for a hardware producer</i> <ul style="list-style-type: none"> <li>Developed financial model of investment strategy for over 1 billion RUB</li> </ul> <i>Participated in engagement on developing go-to-market strategy for a LD lightning producer</i> <ul style="list-style-type: none"> <li>Identified target customer groups and corresponding value proposition for the customer groups with market potential of 30 billion RUB by 2030</li> </ul>	Russia, Moscow Mar 2019 – Now
<b>SMAERDEC, Analytics Manager</b> <i>Participated in development of Digitex Futures Exchange</i> <ul style="list-style-type: none"> <li>Coordinated development of business and technical specifications of the Exchange (e.g. description of mathematics of perpetual swaps)</li> <li>Prepared perspective of risk management block of the Exchange including business specification of built-in risk management tool kit</li> </ul>	Russia, Moscow Sep 2019- Feb 2020
<b>ROLAND BERGER STRATEGY CONSULTANTS, Freelance consultant</b> <i>Participated in engagement on integrating Forecasting CC for one of the major Russian retailer</i> <ul style="list-style-type: none"> <li>Developed perspective of cross-functional business processes with focus on use cases of forecasting in it (Promo, Replenishment, Sales planning)</li> <li>Identified 55 billion RUB per year potential sales improvement (13% of promo sales) by improving promo process</li> </ul> <i>Participated in engagement on sales function transformation for Russian subsidiary of the international FMCG company</i> <ul style="list-style-type: none"> <li>Prepared alternative approach for allocating distribution costs between the product categories of the company (approved on the SteerCo with CFO)</li> </ul> <i>Participated in engagement on identifying potential partners for joint production of engines for a leading international manufacturing company</i> <ul style="list-style-type: none"> <li>Prepared recommendations on potential partners based on visits to the plants and interviews with top management teams of the plants</li> </ul>	Russia, Moscow Feb 2018 – Nov 2018
<b>MCKINSEY &amp; COMPANY, Temporary Assistant On Projects</b> <i>Participated in post-merger integration project for a café chain aimed to increase profits by 2 mil USD:</i> <ul style="list-style-type: none"> <li>Developed a financial model calculating which of the neighbored cafés should be closed to avoid sales cannibalization (including 40 cafes to be closed)</li> <li>Elaborated a set of initiatives on post-merger development and marketing of cafés</li> </ul> <i>Participated in engagement on choice of optimal engineering principles and solutions for innovative distribution centers construction for one of the major Russian retailers:</i> <ul style="list-style-type: none"> <li>Conducted benchmarking analysis and interviewed international experts to select construction and engineering solutions (incl. building frame and technical equipment)</li> </ul> <i>Coordinated production of a poster with useful tips &amp; tricks for McKinsey newcomers based on 20 interviews with experienced Business Analysts and Associates</i> <i>Participated in post-merger org-structure project for one of the top-3 banks</i> <ul style="list-style-type: none"> <li>Developed perspective of HR block in post-merger group</li> <li>Prepared program of talent management for top-100 workers</li> </ul>	Russia, Moscow July 2015 – Jan 2016
	Russia, Moscow Feb 2017 – Apr 2017

**EDUCATION**

<b>M. V. LOMONOSOV MOSCOW STATE UNIVERSITY, MSc International Economics</b> <ul style="list-style-type: none"> <li>Participant of the final round of philosophy championship</li> </ul>	Russia, Moscow 2017-2019
<b>UNIVERSITY OF LONDON, under academic direction of London School of Economics, BSc Mathematics and Economics</b> <ul style="list-style-type: none"> <li>GPA 4.75/5.0 (Second-class honours degree)</li> </ul>	UK, London 2014-2017
<b>NATIONAL RESEARCH UNIVERSITY HIGHER SCHOOL OF ECONOMICS, International College of Economics and Finance, BSc Mathematics and Economics</b> <ul style="list-style-type: none"> <li>Completed special courses: Finance in FMCG by Unilever (graduated with honors)</li> </ul>	Russia, Moscow 2013-2017

**EXTRACURRICULAR**

McKinsey & Company Academy 2019 participant	2019
Winner of the Final Round of All-Russian Olympiad in Economics for school students	2012
Winner of Lomonosov Olympiad in Mathematics held by Moscow State University	2012
Prize-winner of the Higher School of Economics competition in Mathematics	2011
Multiple winner of Ice Hockey Cup in South Administrative District (in a capacity of a team captain)	2004-2007, 2009
Two time winner of Ice Hockey Moscow Championship (out of ~40 teams)	2004, 2009
3 <sup>rd</sup> place in Karate Kyokushinkai Open Championship (out of ~50 fighters)	
Volunteer in the archaeological diggings of Tauric Chersoneses	
Owner of official certificate in first aid by Red Cross	
Skills: English (fluent) and German (basic) languages, SQL, Python (basic), Terminal, Pascal	