

Antonio Arias

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WORK EXPERIENCE

- November 2019 – Present** – **NPO-Konversia**, Senior Analyst:
- Created Russian Eco Cleaning market entry strategy for the startup
 - Assessed the role of National Operator for hazardous waste in Russia
 - Developed operational strategy for the company in Personal Protective Equipment industry
- May 2019 – October 2019** – Freelance project, the Strategy for the Development of the Region:
- Conducted interviews with regional ministers and experts
 - Made a report on the regional perspectives to the regional Governor
 - Developed the Strategy in Transport, IT and Urban Development fields
- April 2019 – September 2019** – **BDO Unicon**, Transfer Pricing Practice Senior Consultant
- Drew up 2 awarded tender offers of Energy industry companies
- April 2018 – March 2019** – **BDO Unicon**, Transfer Pricing Practice Consultant
- Designed transfer pricing strategy for a chemical company
 - Reduced Client's operating costs by 7% through avoiding violation of Russian Tax Code
- September 2016 – April 2018** – **BDO Unicon**, Transfer Pricing Practice Intern
- Created intelligent database for Transfer Pricing Practice needs and cut 10% time of documentation creation process

EDUCATION

- 2018 – 2021** – **Academy of Labor and Social Relations**
PhD International Economics
Thesis: Modern Cost Optimization Models for Multinational Companies
- 2016 – 2018** – **Financial University under the Government of the Russian Federation**
MSc Business Valuation and Corporate Finance
Thesis: Value-Based Management Techniques of Professional Sport Clubs: Selection Rationale and Implementation Peculiarities
- 2012 – 2016** – **Academy of Labor and Social Relations**
BSc International Economics (with honors)
Thesis: Transformation of the Mortgage-Backed Securities Market in Russia Under Economic Uncertainty

EXTRACURRICULAR ACTIVITIES & INTERESTS

- Volunteering** – **ASEAN Arts and Culture Program Volunteer** – coordinated feed and leisure activities of the folk group (6 members) in Myanmar
- Publications**
- The Merit of EVA on Football Club Performance
 - Value-Based Management Approach in SD Eibar Business
- Training Courses**
- CFA Institute Investment Foundations Program
 - Business and Financial Modeling Specialization by University of Pennsylvania
- Other Interests** – Trading, Football Data Science

SKILLS

- Languages** – Russian (native), English (advanced)
- Technical Skills** – SQL, Python, Bloomberg, Deductor, ASTRA, Quik