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| **Igor Kotelnikov, CFA** |
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| Moscow, Russian Federation |
| Phone: +79167111204, email: [ikotelnikov001@gmail.com](mailto:ikotelnikov001@gmail.com) |
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| Successful banking services professional with a solid record of accomplishments emphasizing a broad range of finance and banking related matters to include extensive financial and investment analysis, financial modeling and risk management experience. |
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| **WORK EXPERIENCE** |
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| |  |  |  | | --- | --- | --- | | Moscow  Russian Federation | **JSC “Raiffeisenbank”** | 3/2019 – Present | |  | | | | Russian subsidiary of Raiffeisen Bank International – one of the leading corporate and investment bank in Austria, as well as in Central and Eastern Europe. | | | |  | | | |  | *Senior risk manager* |  |   Responsible for developing and incorporate new approaches to corporate clients from different industries (oil&gas, commodities, agriculture, utilities, metallurgy, transport, food, retail and wholesale), consideration of non-standard cases, including project finance and derivative-based structured products, analyze and assess any kinds of risks, inherent to the proposed deals, discussing and structuring them with a business team, risk-management statements preparation and presentation to Credit Committee.  Review and monitoring of the existing portfolio on timely basis. Supervision of junior specialists concerning application of relevant internal polices and procedures.   |  |  |  | | --- | --- | --- | | Moscow  Russian Federation | **JSC “Alfa-Bank”** | 10/2010 – 2/2019 | |  | | | | The 5th largest bank in Russia with assets over USD 50 bln. | | | |  | | | |  | *Senior risk manager* |  | |
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| Risk management professional, responsible for generation of Risk Management recommendations for Credit Committees on the basis of in-depth credit analysis of large corporates, based on historical results, financial models, industry trends and other means to reveal and mitigate the main risks inherent to proposed deals.  Comprehensive financial analysis of corporate clients with annual revenue over USD 300 mln., which include the majors of different sectors, such as oil and gas, coal, ferrous and nonferrous metal mining, metallurgy, chemistry, timber industry, food production and agricultural sector, IT and telecommunication, utility, wholesale and retail companies. Products, proposed to clients, include traditional financing (credits, guarantees, factoring, leasing), as well as derivative and structured products (TRS, PXF, project finance, acquisition finance, leveraged buyouts, mezzanine financing).  Asset base appraisal of other banks subject to acquisition; participation in Credit Committees on behalf of Risk Management. |
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| |  |  |  | | --- | --- | --- | | Moscow  Russian Federation | **JSC “Nordea Bank”** | 5/2010 - 9/2010 | |  | | | | Nordea is the largest financial services group in the Nordic region and one of the biggest banks in Europe. | | | |  | | | |  | *Relationship manager* |  | |
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| Business development, meetings with clients, deals structuring, preparing of credit proposals for Credit Committees, assistance in drafting credit agreements, support and consulting current and prospective clients regarding bank products. |
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| |  |  |  | | --- | --- | --- | | Moscow  Russian Federation | **CB “BNP Paribas Vostok” (LLC)** | 7/2007 - 5/2010 | |  | | | | Commercial bank of BNP Paribas Group (one of the largest multinational banks in the world). | | | |  | | | |  | *Senior credit analyst* |  | |
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| Perform comprehensive credit analysis of corporate clients based on financial statements and models; writing credit opinions including industry analysis, evaluation of financial solvency and forecasts; credit portfolio monitoring; participation in Credit Committees as a speaker of Credit Department, assistance in drafting credit agreements regarding an analytical part. |
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| |  |  |  | | --- | --- | --- | | Moscow  Russian Federation | **Credit Europe Bank Ltd.** | 2/2006 - 7/2007 | |  | | | | Credit Europe Bank Ltd. is owned by financial conglomerate FIBA Group that operates in 12 countries around the world. | | | |  | | | |  | *Credit analyst* |  | |
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| Perform credit analysis of corporate clients, writing expert conclusions for Credit Committees, credit portfolio monitoring, analysis and presentation. Making performance presentation of Corporate Banking Department for top-management (credit portfolio, non-cash products, current account balance, commissions, etc.), monitoring of clients operations and income calculation from customer service, revealing the most popular products and the most profitable companies for the bank. |
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| |  |  |  |  | | --- | --- | --- | --- | | Ivanovo | **JSC CIB “EUROALLIANCE”** | 11/2003 - 12/2004 | | |  | | | | One of the successful universal local banks. | | | |  | | | |  | *Specialist of Financial statement Department* |  | | |
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| Preparing financial statements of the bank according to the regulator’s requirements, calculation of the indexes of financial stability and cost-effectiveness. |
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| **Education** |
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| **Trainings** |
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| |  |  | | --- | --- | | \* | Credit Risk Analysis (Moody’s Analytics, Moscow, 2013) | | \* | Counterparty Credit Risk in Derivatives (Fitch, London, 2013) | |
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| **Technical Skills** |
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| |  |  | | --- | --- | | \* | MS Office Suite (Word, Excel, Power Point), Bloomberg, Lotus Notes, Outlook | |
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| **Languages** |
| |  |  | | --- | --- | | \* | English | | \* | Russian (native) | |

July, 2019