Shkurovich Anton Leonidovich

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| **General information:** | |
| **Age** | 30 years old (25.09.1988) |
| **Sex** | Male |
| **Place of living** | Moscow, Akademicheskaya tube station |
| **Cell phone** | +7 (910) 459 0411 |
| **E-mail** | [shkurovicha@mail.ru](mailto:shkurovicha@mail.ru) |
| **Education:** | |
| **University** | Plekhanov Russian University of Economics, Bachelor (2009) and Specialist (2010) in World Trade and Commercial Law |
| **IELTS exam** | University of Bath – 7.0 (2008) |
| **Work experience:** | |
| **June 2014 – current time** | ALFA-BANK, Structured Products, Vice-President |
| *Responsibilities* | * origination of new clients and transactions through personal network, Bank’s client relationship managers and international bank teams; * structuring: financing deals such as mezzanine and shareholder financing, LBO, MBO and with non-typical types of recourse, restructuring of existing liabilities, purchase/sale of credit risks via simple assignment, novation or by using derivative contract (possibly with partial external financing), private equity, M&A advising and loans with embedded derivatives; * approval: presentation of transactions on Credit, Board and ALCO committees; * closing: team leadership which is formed from various departments, negotiations with clients, legal, tax, auditors; * reporting to top-management |
| *Main deals closed in 2014-2018* | * $140 mln LBO transaction for purchase of the mining asset; * $150 mln shareholder financing secured with several illiquid assets; * $20 mln shareholder financing with additional level of recourse to another HNWI; * $50 mln purchased CLNs linked to Russian corporate risk; * $3 mln invested as a private equity investment; * $2 mln advisory fee for M&A transaction; * $30 mln shareholder financing of MBO transaction with recourse on the operational level via Russian law governed cash settled put options; * $20 mln shareholder financing to optimize company’s debt profile; * >$500 mln purchased LMA loans via derivative contracts or transfer certificates/ assignment agreements; * >$600 mln various PXF transactions for metal&mining companies; * $50 mln purchased distressed assets and forthcoming successful sale; * $135 mln corporate loan restructuring in the form of Russian syndicated loan |
| *Main achievements in 2015-2018* | * more than 25 transactions closed during last 4 years; * huge amount of contacts and relations in Russian corporates and family offices; * lead member of the team which earned more than $40 mln per year starting from 2015 |
| **May 2011 – June 2014** | ALFA-BANK, Structured Products, Specialist |
| *Responsibilities* | * participation in deal structuring process; * preparation of presentations, term sheets, mandates for Corporate and Investment Bank sales teams; * approval: negotiating with corporate analytics, risk management, legal and compliance departments, direct supervision after the preparation of documents for Credit, Board and ALCO committees; * closing: participation in deal closing process, negotiations with clients, internal and external specialists (e.g. lawyers, tax consultants, accountants etc.); * preparation of reports and presentations concerning results, plans, new projects and strategy for managing directors and top-management |
| **May 2010 – May 2011** | ALFA-BANK, Fixed Income and Derivatives, Specialist |
| *Responsibilities* | * analyses of company’s financials and other applicable information, updating desk regarding market information, preparing technical documents and updates; * preparation of presentations and term-sheets for FID sales team; * approval: negotiating with credit and risk departments, preparing questions for Credit, Board and ALCO committees to fix limits and approve transactions connected to derivative, structured products, fixed income and debt capital markets businesses |
| *Main achievements in 2010-2015* | * participation in closing of 10-12 deals per year; * member of the team which has completed the plan four times during five years, 2014 was also a profitable year but team didn’t meet the target |
| **April 2009 – May 2010** | Noviy Knigniy, Lease and Development Department, Manager |
| *Responsibilities* | * search for a suitable property for a shop; * preparing photos, financial models and other documents for Investment Committees; * negotiating under the lease agreements with the leasers and inside the company |
| *Main achievements* | * part of the team which achieved the goal “50 in one year” – 50 books stores were opened during one year (in 2009 the chain consisted from aprx 100 stores) |
| **Additional information** | * Strong communication skills; * Accurate attitude to risk assessment; * Hard worker; * Open and quick minded; * Significant experience in the structured transactions; * Good relations with key people in corporates, family offices and international and domestic banks; * Active squash and tennis player |