



PERSONAL INFORMATION

Mr.KOPYLOV PAVEL

Address : Çeşme/Izmir/Turkey (Since 2011 in Turkey)

Date of Birth : 01.03.1980

Marital Status : Divorced

Military Service : Exempt

Driving License : B Class

Nationality : Russian

Contact Information : kopylovpavel@lenta.ru
Mob. +90 (536) 280 0111
Skype: kopylovpn2

EDUCATION

1997-2002 **Krasnoyarsk State Institute of Trade and Economy. Russian Federation**
<http://www.tei.sfu-kras.ru/>
Economist, Accounting and Audit,

1997 **High School №11 of Krasnoyarsk. Russian Federation**
<http://www.gimnazy16.ru/>

CAREER HISTORY

05.2015-... **Society for the Study of Russian Language and Culture
(Soljenitsin Rus Dili ve Kultur Der), İzmir**
<http://www.ruskiyizmir.com/>
Vice-Chairman, Investment Relations

Society was registered in Izmir, in 2009. The goals of the society:

- Assistance in conservation and development of Russian language and culture among Russian-speaking residents in the city of Izmir, and throughout Turkey, where there are Russians.
- Strengthening cultural, educational, social and economic ties between Russia and Turkey.

The Company is in the Coordinating Council of Turkey (Compatriot Affairs) at the Russian Embassy in Ankara, <http://www.turkey.mid.ru/rus/soot.htm> I, as well as collaborating with the Fund "Russian World" <http://www.ruskiymir.ru> , Roscooperation <http://rs.gov.ru> , et al. international funds and organizations.

The main tasks of Vice-Chairman, Investment Relations:

- Search for potential sponsors;
- Negotiations with potential sponsors;
- Attracting investment for social projects.

The representative of the employer
(for recommendations):

Mr. Andrey Ponomarev "Chairman of the
Society".
Mob.: +90 535 612 88 41

01.2013-04.2015 **Segezha Packaging Turkey, Izmir**
<http://www.segezha-packaging.com>
Deputy General Manager/ Board of Directors Member

Segezha Packaging-the second largest producer of paper bags in the world, operates 10 plants in Europe, Turkey and Russia (1.3bn sacks per year). Sales and service offices in 20 countries.

- Work under the supervision of the General Manager (2 plants in Turkey/120 people subordinate);
- Operational management of the two plants. Including all aspects of activity (production, economics, planning, personnel management);
- Development and implementation of measures, regulations to improve, as well as to bring all work processes in line with company policy;
- Improvement of financial parameters;
- Certification activities plants (ISO);
- Management experience of commercial projects directed to sales increasing, creating a new product using current production, maximum capacity utilization, development and implementation of customer –oriented programs, etc.;

- Cooperation with Governmental Bodies (the tax office, firefighting service, etc.); Reducing of the tax burden. Legal aspects of operations. Participation in the courts;
- Cooperation with commercial Banks;
- Implementation of 5S program;
- Experience of creating the department from zero;
- CAPEX/OPEX-planning /control over execution. Cost optimization;
- Experience in personnel management - goal setting, execution control, the development of motivation schemes. Participation in government programs for of employed population as a result of tax benefits and reduction in payroll. The relationship, negotiations with the Union of workers;
- Relationships with customers;
- Long-term production planning;
- Optimization of logistics;
- Optimization of relationships with suppliers. Optimization of procurement by tender committee;
- Cooperation with customers located in other countries and continents (India, Peru, etc.);
- Technical cooperation with the European factories of the group. An internal audit in the European factories of the group;
- Organization of the planned revision of production equipment, with the assistance of foreign experts.

The representative of the employer
(for recommendations/references):

Kenan Cankilic "General Manager Turkey at
Segezha Packaging"
Mob.:+90 532 611 13 40
kenan.cankilic@segezha.com

06.2012-01.2013

**ZAO Investlesprom,
Moscow /Izmir / Elazig**

<http://www.investlesprom.ru>

Representative of the General Manager at the Turkish plant.

Russian timber holding with the largest vertically-integrated structure and a full cycle of logging and wood processing. Created in November 2005. The holding includes Russian and European platforms of woodworking, pulp and paper industry, as well as enterprises producing paper-based packaging. Assets of the Company are located in 13 countries with more than 15 000 people.

- Analyze the state of company;
- Cost analysis;
- Analysis of production processes;
- Development and implementation of measures to improve the financial condition and optimization of production processes, lower costs, the development of management systems
- Development of systems to reduce group costs.

The representative of the employer
(for recommendations/references):

Anton Zavalkovskiy "CEO at Investlesprom"
Mob.: +7 925 100 85 55
Antongz@gmail.com

2004-08.2011

**Family business (fast-food chain), Individual businessman
Kopylova N.A., Krasnoyarsk, Russia.**

<http://krasobed.ru>

Managing partner

Family business (fast-food chain).

Three cafes and Delivery of lunches. The subordination about 10 people.

Experience the opening points from zero: planning, design, approval, construction.

Search for suppliers and partners. Managing all aspects of activity of the enterprise.

LANGUAGE SKILLS:

English (advanced level)

Russian (mother tongue)

Turkish (beginner)

COMPUTER KNOWLEDGE

PC: MS Office Programs, SAP, Megaplane, Microsoft SharePoint Products and Technologies, etc.

TEST SCORES:

Assessment (evaluation of business characteristics, knowledge and skills). July 2013

Score: After request.

Result in Russian.

ADDITIONAL INFO:

Interests: Yachts. Spearfishing.

Volunteer: Nurseman (health). Yenisei Central Clinical Hospital. Krasnoyarsk/Russia

SUMMARY:

Young, active, purposeful, ambitious. With experience in the industry. I am looking for an interesting project. Not afraid of challenges and hard work.

MAIN SKILLS:

- Experienced Manager in Production;
- International Business;
- Operations Management;
- Administrative Management;
- Production Management;
- Business Strategy;
- Safety Management;
- Purchasing;
- Project Planning;
- Personnel management;
- Cost Reduction;
- Customer Relations.