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EDUCATION & TRAINING



**1993-1999**

Production Management, MSTU Bauman, manager

**1993-2000**

Machine Engineering,

MSTU Bauman, Engineer -Developer

**2008-2009**

Civil construction, GASIS Moscow, Manager

KEY SKILLS



* Financial models
* Data analysis
* Project management
* IT
* Business administration

PROFESSIONAL EXPERIENCE



**Business Development manager / Financial Controller**

**Prime Property Group, 2016 - now**

Responsible for cost and revenue control of 90+ real estate projects in Cyprus including financial modelling and market data analysis through fully automatized processes duly implemented and maintained.

**Key Responsibilities**

* Business data analyse for marketing research;
* Financial modelling and budgeting;
* Corporate management system implementation based on SAP business module including Cost and Contract management, processes for Sales and Developers;
* Managing of IT and QS external team;
* Company management system implementation;
* On-line reporting to the board (BS, PL and CFL).

**Achievements**

* Successfully worked out the strategy of market research and building a sales model based on the forecast data analysis program (sell what, when and where);
* I have implemented management system based on SAP for development, sales and rental departments with instant reporting, profit forecasting and notifications;
* The average project margin was increased from 12% to 35% thanks to the management tools I implemented;
* 40+ projects with a total area of about 100,000 sq. m. have been successfully sold and delivered with my involvement as a business development manager.

**Commercial project director**

**RD Group, 2015 – 2016**

Responsible for commercial analysis and further development of the real estate projects and elite shopping centers: “Vremena Goda”, “Dream House” (Moscow), Marbella villas, (Spain) and Office center (Luxemburg).

**Key Responsibilities**

* Financial modelling of the project based on market data and indicators of the construction industry;
* Business planning, budgeting and cost control for projects development.

**Achievements**

* The luxury mall “Vremena Goda” has been reconstructed with 20% of the budget saving;
* Two new projects have been initiated according to the successful forecast model (200,000+ sq. m.);
* Private document control and management system have been implemented (with outsourced Oracle developer).

**Commercial project manager**

**Turner & Townsend, 2013 - 2015**

Responsible for project with cost control of residential complex “Zagorodny Kvartal” (440,000 sq. m.).

**Key Responsibilities**

* Project and cost management;
* Financial reporting to investors.

**Achievements**

* The work of contractors was accelerated without increasing the cost of construction.
* The budget was revised and reduced by 10%.

**Senior expert of tender department**

**Skolkovo Fund, 2011 - 2013**

Responsible for organisations of tenders for consultants and contractors of “Skolkovo city” (university and techno park).

PERSONAL SUMMARY



I am a seasoned Financial Controller with 18 year of experience in business development in EU and Russian companies. I have in-depth knowledge in management, data analyse, financial background and strong analytical skills. My key areas of expertise are systems of management processes, financial data analysis and business development.



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KNOWLEDGE



* Python
* HTML
* SQL

INTERESTS



* Data science
* IT Development
* Management
* Start-ups
* Finance

MEMBERSHIPS



* RICS, since 2011



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REFERENCES



Dmitry Letov,

Development Director of Urban Group,

(Ex. Development Director of RD Group)

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**Key Responsibilities**

* Developing tender regulations of Fund.
* Control for carrying out pre-qualifications and tenders.

**Achievements**

* Independent electronic platform for transparent tenders;
* Pre-qualified and selected more than 900 bidders.

**Contract and Cost Manager**

**AECOM, 2008 - 2011**

Budgeting and Cost control of development projects.

**Key Responsibilities**

* Tendering for equipment lease;
* Cost and Contract management.

**Head of Procurement department**

**Tebodin BV, 2007 - 2008**

Management of procurement department.

**Key Responsibilities**

* Market evaluation for cost data;
* Budgeting, tendering and cost control.

**Material purchaser**

**SAB Miller reconstruction, 2005 - 2007**

Procuring materials and equipment from Russia and Europe.

**Key Responsibilities**

* Managing contracts with variations control;
* BS, PL and CFL reporting.

**Import manager**

**Coral group, 2001 - 2005**

Managing import of consumer goods from China.

**Key Responsibilities**

* FMGC market assessment for import;
* Supply chain logistic management;
* Finance analysis with BS, PL and CFL reporting.



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