

## IT Architect / CTO

### Core Competencies:

- Applications architecture design, including ERP, sales and marketing and financial systems;
- Business processes analysis, design and improvement;
- Building relationships with internal and external clients, communication and presentation skills;
- People management, creating high-performance teams;
- Project management.

**KEYWORDS:** TOGAF, DATA-CENTRIC ARCHITECTURE, MICROSERVICES, BPM, MACHINE LEARNING, AI, BLOCKCHAIN, ETHEREUM, SOLIDITY, JAVA, JAVASCRIPT, NODE.JS, PYTHON, RESTFUL, AWS CERTIFIED, PMP CERTIFIED

### WORK EXPERIENCE

#### GLASS CUBE

12/2017 – Present

##### CTO

###### Daily Activities

- Develop enterprise blockchain platform architecture (enterprise-grade, Java-based);
- Manage IT team, 20+;
- Communicate to investor and partners.

###### Project Activities

- Develop core principles (whitepaper) - [https://github.com/sergey-chekriy/enterprise-blockchain-platform/blob/master/i-chain.net.wpaper\\_rev\\_005.pdf](https://github.com/sergey-chekriy/enterprise-blockchain-platform/blob/master/i-chain.net.wpaper_rev_005.pdf);
- Develop high-level architecture for platform;
- Monitor ongoing IT development, provide expertise development team.

###### Accomplishments

- Enterprise blockchain platform -

See - <https://www.forbes.com/sites/kenrapoza/2018/04/29/meet-the-russians-behind-your-blockchain-and-cryptocurrency-too/>

#### SOCIETE GENERALE (ROSBANK)

11/2016 – 12/2017

##### Chief IT Architect

###### Daily Activities

- Develop corporate IT architecture;
- Communicate with internal business customers.

###### Project Activities

- Develop high-level architecture for IT solutions;

###### Accomplishments

- Digital transformation roadmap and projects portfolio.

**PROMSVYAZBANK****09/2014 – 11/2016****Managing expert****Daily Activities**

- Business analysis, internal IT consulting for top-management

**Project Activities**

- Develop high-level architecture for IT solutions;
- Develop business processes diagrams;
- Discuss and negotiate business requirements with business customers (Small and Medium business, and Corporate business departments);
- Develop high-level IT requirements based on business requirements;
- Negotiate change requests with business customers;
- Monitor ongoing IT development, provide expertise in architecture area to development teams;
- Negotiate transition to support with IT support teams.

**Accomplishments**

- Internal BPM solutions – Factoring, Credit factory;
- Project of distant accounts opening for legal entities via external agents;
- Joint BPM-based platform, allows to develop specific applications for business on top of the platform.

**BRITISH AMERICAN TOBACCO RUSSIA****08/2013 – 09/2014****IT Account manager Russia (BRM)****Daily Activities**

- Manage IT Demand in Russia for Commercial Business Unit (Marketing/Sales, Finance, HR, Legal and Corporate Affairs), negotiate updates in business/IT strategy and new initiatives with business stakeholders and Global IT colleagues;
- Manage relationships with business, structure demand for IT projects/services;
- Manage IT budget, ensure accuracy and savings, provide budget status updates to business/IT stakeholders;
- Communicate and negotiate with Global IT Architecture team to ensure smooth local projects implementation;
- Lead team of business analysts, PM, fin. analyst.

**Project Activities**

- Monitor projects portfolio including Digital area, provide regular portfolio status updates to business/IT stakeholders;
- Develop high-level architecture for IT solutions;
- Represent IT on project boards;
- Discuss and negotiate high-level business requirements with Head of functions (i.e. Head of Marketing, HR etc).

**Accomplishments**

- Major functionality update to Siebel CRM implemented (rollout to ~2000 trade representatives);
- Joint system to synchronize outlets between BAT and exclusive distributor (SNS) implemented (rollout to ~2000 trade reps from BAT side and ~2000 sales reps);
- Mobile application for trade marketing (BTL) implemented (rollout to ~4000 external marketing agents);
- Major SAP updates implemented for Finance, HR and other functions in area of responsibility, 1C integration.

Due to anti-tobacco law in Russia position was cut (no country-level positions left in IT Marketing).

**DIOGITAL BANKING STARTUP****11/2010 – 04/2013**

Ambitious banking project in Russia (digital-centric bank, Bank 2.0), report to owners.

**Head of Strategic Development & Projects****Daily Activities**

- Manage relationships with owners, structure demand for IT projects/services;
- Manage Project office and Business architecture teams (“products factory”);
- Manage relationships with external IT providers/contractors;
- Manage budget, ensure accuracy and savings, and provide budget status updates to owners.

**Project Activities**

- Monitor and control projects portfolio implementation;
- Develop high-level architecture for IT solutions;
- Discuss and negotiate high-level business requirements with owners.

**Accomplishments**

- “CFT-Bank” core banking system implemented in 4 months (migration from previous system, “Inversiya”);
- Internet bank and mobile bank implemented, including online interaction with card processing, 1C integration for B2B internet bank solution;
- Implemented key retail & B2B products, including mortgage, structured products;
- Implemented key business processes;
- Created high-performing team, able to start-up new banking products, new business processes, organized professional project office;
- Financial project gain: \$200 mln USD (in 3 years).

Exited project due to owner decision to fix profit and sell business.

**IMAGINEYOU.RU****06/2007 – 11/2010**

HR Consulting/out staffing/recruitment project.

**Managing partner/Business development director****Daily Activities**

- Business development, meeting with perspective clients;
- Manage relationships with existing clients;
- Team management and development;
- Internal business processes/IT solution design.

**Accomplishments**

- Acquired key clients: British American Tobacco, Nestle, Eli Lilly, Astellas, Abbott, etc.;
- Implemented key business processes and IT technology for the team;
- Created professional team;
- Maximized profit.

Sold share due to partner, as decided to move to banking project.

**UNIMILK****11/2006 – 06/2007**

Second biggest milk producer in Russia at the time (currently part of Danone).

**Head of Strategic Development & Projects****Daily Activities**

- Work at board of directors, provide status update to board and owners;
- Manage Project office team;
- Manage relationships key stakeholders (board).

**Project Activities**

- Monitor and control projects portfolio implementation.

**Accomplishments**

- Organized Project Office team (key objective – make company efficient);
- Agreed and setup company strategic projects portfolio (key projects – setup national brands);
- Ensured cost saving due to cut of non-strategic initiatives (~70mln USD);
- Implemented key company project “Biobalance” (national brand) including PET lines installation (8), “Biobalance” brand development, trade channels development, intercompany communication setup (internal portal, newspaper);
- Project office work results (i.e. national brands setup – Biobalance, Prostokvashino) were one of the key drivers of successful deal with Danone: \$4 bln USD.

Exited project due to owners decision to use external company for project office (creditors requirements).

**BRITISH AMERICAN TOBACCO RUSSIA****12/2004 – 11/2006****IT Marketing manager (BRM)****Daily Activities**

- Manage IT Demand in Russia for Marketing and Sales functions, negotiate updates in business/IT strategy and new initiatives with business stakeholders and Global IT colleagues;
- Manage relationships with business, structure demand for IT projects/services;
- Manage IT budget, ensure accuracy and savings, provide budget status updates to business/IT stakeholders;
- Communicate and negotiate with Global IT Architecture team to ensure smooth local projects implementation;
- Lead team of business analysts.

**Project Activities**

- Monitor projects portfolio, provide regular portfolio status updates to business/IT stakeholders;
- Develop high-level architecture for IT solutions;
- Represent IT on project boards;
- Discuss and negotiate high-level business requirements with Head of Brands, Head of Trade and Marketing director.

**Accomplishments**

- Inventory and optimization of IT applications (cut number of automation applications from 300 to 20);
- Geo-expansion project, additional 500 new sales locations coverage with IT services), 50% growth;
- Implement IT stream in Distribution Excellence project;
- CRM system optimization for marketing needs (Siebel);
- Implement BI solution for marketing (Oracle BI).

**IT Support and Administration manager****12/2004-09/2005**

**Daily Activities**

- Lead IT support team;
- Manage relationships with business stakeholders, structure demand for IT services;
- Manage IT budget, ensure accuracy and savings, provide budget status updates to business/IT stakeholders.

**Project Activities**

- IT Services improvement project management;
- New business processes in IT design and sign-off with key business and IT stakeholders;
- Discuss and negotiate high-level SLA requirements with key business and IT stakeholders;
- Contracts negotiations with external providers.

**Accomplishments**

- IT Services improvement project implementation: increased IT customers satisfaction from 60% to 80% in 6 months by changing IT processes and building a motivated team; including negotiation with outsourcer management, negotiations with key IT department heads and key customers, PR activities (IT brochure, IT communication boards), running surveys;
- IT procurement process design and implementation: developed and signed-off SLA with Procurement department;
- Service level agreement negotiation & implementation: negotiations with key customers from the functions (24 customers), SLA design and sign-off;
- Internal IT outsourcing project implementation: IT helpdesk migration from in-source to outsource model.

ELI LILLY

05/1998 – 11/2004

**IT Department manager****Daily Activities**

- Manage IT Demand/Delivery in Russia/Ukraine/Kazakhstan, negotiate updates in business/IT strategy and new initiatives with business stakeholders and Global IT colleagues;
- Monitor IT services performance, provide regular services performance status updates to business/Global IT stakeholders;
- Manage relationships with business, structure demand for IT projects/services;
- Manage IT budget, ensure accuracy and savings, provide budget status updates to business/IT stakeholders;
- Communicate and negotiate with Global IT teams to ensure smooth local projects implementation;
- Lead IT Team.

**Project Activities**

- Monitor projects portfolio, provide regular portfolio status updates to business/Global IT stakeholders;
- Develop high-level architecture for IT solutions;
- Discuss and negotiate high-level business requirements with board members;
- Manage projects.

**Accomplishments**

- Remote e-detailing implemented: remote lectures by lead scientists to regional hospitals through videoconferencing and internet, benefits – fast & cost-effective rollout of new Eli Lilly product, developed business idea and managed this cross-functional (Marketing-IT) project;
- Cialis.ru web-site implemented: managed project of brand site implementation;
- E-recruiting web-system implemented– developed business idea and managed recruiting site implementation project;
- Regional level (Europe) workflow automation solutions implemented: has worked as expert for European region automation solutions for Customer Service regional team;
- B2B system (sales office - distributors) implemented: developed business idea and managed internet ordering site implementation project;
- Sales and Marketing warehouse implemented: worked as IT expert for the project;

- Rollout of SPP system implemented: worked as IT expert for the project;
- Risk management project in CIS, including business continuity planning – worked as project manager for this business project;
- WAN, Remote Access and VPN projects – managed implementation of VPN solution across Russia for ~150 locations;
- Migration from JDE to globally hosted SAP for Customer Service department;
- Migration from SunSystems to Exact ERP for finance department.

**SCALA (NOW EPICOR)****09/1996 – 05/1998****IT Department manager****Daily Activities**

- Lead IT team;
- Manage relationships with business stakeholders, structure demand for IT projects/services;
- Manage IT budget, ensure accuracy and savings, provide budget status updates to business/IT stakeholders;
- Provide consulting to external clients (Scala installation, migration from Novell Netware to Windows NT);

**Project Activities**

- Infrastructure related projects management;
- 6 Sigma project implementation in IT area.

**Project Activities**

- Scala installation at client premises;
- Scala migration (from Novell Netware to Windows NT);
- Complex technical issues resolution, custom setup.  
Clients: Coca-Cola, Danone, Alfa-Laval, Tefal, BIC, Bosch, Ogilvy, etc (> 100); geography across Russia.

**Accomplishments**

- Successful office move (IT part);
- IT services model successful implementation;
- VPN rollout for Scala consultants;
- Scala offices connection (Moscow, Spb, Kiev);
- More than 100 successful migration of Scala clients from Novell Netware to Windows NT across Russia.

**MKT-BANK****1994– 1996****Senior programmer****Project Activities**

- Develop distant banking solution (Lotus Notes);
- Develop internal automation solutions (Lotus Notes, C++).

**Accomplishments**

- Successfully developed and rolled out distant banking solution (for business clients, Software Application patent №960304 «Client-Bank», 1996);
- Successfully developed and implemented internal automation solutions.

## EDUCATION

### DURHAM UNIVERSITY (REMOTE EDUCATION PROGRAMME)

, 2007-2008

*Certificate (Modules: Managing Systems, Managing People, Managing Finance, Managing in Global Environment, Managing in Competitive Environment)*

### MOSCOW AVIATION INSTITUTE (STATE TECHNICAL UNIVERSITY), POSTGRADUATE STUDIES

Moscow,  
1994-1998

*Ph.D. (computer science)*

### MOSCOW AVIATION INSTITUTE (STATE TECHNICAL UNIVERSITY), APPLIED MATHEMATICS

Moscow,  
1988-1994

*Engineer-mathematician*

## CERTIFICATIONS AND AWARDS

- Ph.D.
- PMP

### Patents (local in Russia)

1.	Software Application patent №960304 «Client-Bank», 1996.
2.	Software Application patent №2003610473 «Cash Application», 2003.
3.	Software Application patent №2003610228 «Contracts Database», 2003.
4.	Software Application patent №2003610325 «Customer Credit Files (CCF)», 2003.
5.	Software Application patent №2003610326 «Credit Distributors Committee (CDC)», 2003.
6.	Software Application patent №2003610327 «Medical Grant Committee (MGC)», 2003.
7.	Software Application patent №2003610328 «Travel Management System (TMS)», 2003.
8.	Software Application patent №2003610329 «Client Relationship Management (CRM)», 2003.
9.	Software Application patent №2003610330 «Auto Reports», 2003.
10.	Software Application patent №2010617537 «Breakout Robot», 2010.
11.	Software Application patent №2011611054 «Buydeep Robot», 2011.
12.	Software Application patent №2011611055 «Switching Robot», 2011.

## TRAININGS

- TOGAF 9
- mini-MBA (by IMD/INSEAD professors), organized by BAT
- Leadership Trust (<http://www.leadership.org.uk/>)
- Business Consultancy (<http://www.imd.org>)
- Project Management courses (Project Management Institute), PRINCE2
- Various IT courses (Microsoft – MCSE and MCS D tracks, IBM/Lotus).
- PMP (Project Management Professional) certification
- "Soft" skills trainings: negotiations, management, presentation, and leadership skills.
- ITIL, COBIT, BRM courses
- Six Sigma (internal courses, Scala)
- Lean Six Sigma (internal courses, Eli Lilly)
- AWS Certified