Sergey Chekriy

chekriy@gmail.com

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

I-CHAIN.NET (GLASS CUBE)   12/2017 – Present

CTO

Daily Activities
- Develop I-CHAIN platform architecture (Blockchain platform, enterprise-grade, Java-based);
- Manage IT team, 20+;
- Communicate to investor and partners.

Project Activities

- Develop core principles (whitepaper) - https://i-chain.net/i-chain.net.wpaper_rev_005.pdf;
- Develop high-level architecture for platform;
- Monitor ongoing IT development, provide expertise development team.

Accomplishments
- I-CHAIN platform (https://i-chain.net/Glass_Cube_company.pdf)

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 Archtect

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.

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 Commitee (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 MCSD 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