**Work Experience: Product Preparation, Product Management & Solution Architecture**

My professional experience spans the complete lifecycle of **product preparation, project and product management, and enterprise and IT solution architecture development**. I specialise in creating and implementing complex systems for large corporate clients, focusing on enhancing operational efficiency, reducing costs, and significantly improving client satisfaction. My approach combines in-depth business analysis with cutting-edge architectural practices, enabling the transformation of business processes and the creation of new revenue streams.

**Key Projects & Achievements:**

I've applied my expertise in product development and management across the following key projects:

* **Project 40: EA Management (TRANS-EAM)**
  + **Role:** Enterprise Architect
  + **Objective:** To develop a product for enterprise architecture management, including a methodology and tooling for capability-based planning, aiming to create an innovative solution that enhances strategic planning.
  + **Actions:** Conducted in-depth market needs analysis, interviewed enterprise architects, and analysed competitor products. Formed and led the development team, built and launched an MVP using Web, PHP, JS, and AWS Cloud. Organised testing with early adopters and developed a three-year product roadmap.
  + **Result:** A unique methodology and tooling for capability-based enterprise architecture planning were created and implemented. The **MVP was successfully launched**, received positive feedback, and confirmed its value. A **clear three-year product development roadmap** was established, enhancing Transitrix's competitiveness in the market.
* **Project 38: AI-Enhanced Remuneration Process Optimisation**
  + **Role:** Enterprise Architect
  + **Objective:** To redesign the remuneration planning and calculation process for a major oil and gas company, integrating AI automation elements to increase transparency and efficiency, and mitigate risks.
  + **Actions:** Researched industry best practices, conducted meetings with 10 key stakeholders to gather requirements. Developed the concept, business architecture, and a detailed target process optimised for AI integration. Formulated specifications for AI agents and prepared comprehensive project documentation.
  + **Result:** The client received a **ready-to-implement target process description** and **AI agent requirements**. The project laid the foundation for **reducing process time from 11 weeks to 1-2 weeks**, minimising errors, decreasing human involvement, and **mitigating corruption risks**.
* **Project 37: Private Blockchain POC – National Stablecoin**
  + **Role:** Enterprise Architect
  + **Objective:** To create a concept and roadmap for a Proof of Concept (POC) of a national stablecoin based on a private blockchain for a leading Asian bank, demonstrating technical feasibility.
  + **Actions:** Collaborated with bank stakeholders and an integrator to gather and clarify functional and non-functional requirements. Developed a detailed solution concept, including the architecture and operating principles of the private blockchain. Prioritised subsequent actions and created a clear roadmap.
  + **Result:** The bank received a **detailed and agreed-upon solution** that considered all identified requirements and constraints. A **clear roadmap for subsequent implementation phases** was provided, leading to the **initiation of the full-scale implementation project**.
* **Project 35: Product Domain Transformation (BTC-ARCO (2))**
  + **Role:** Product Domain Architect
  + **Objective:** To reorganise the product domain architecture to support partner products, bundling, and improved product management as the company transformed into a digital services marketplace.
  + **Actions:** Analyzed product domain maturity, created a domain concept, designed a capability model and target architecture. Developed a change plan, coordinated with other domains, and initiated vendor selection for Catalogue and Marketplace solutions.
  + **Result:** Delivered an **actionable domain development roadmap** and initiated procurement processes for key solutions, contributing to the marketplace transformation.
* **Project 30: Profile Storage (DMPL)**
  + **Role:** Lead Business Analyst, Enterprise Architect
  + **Objective:** To develop and implement a centralised client profile storage, consolidating data from various sources and providing centralised access to unified client information.
  + **Actions:** Assembled and organised the analyst team, conducted comprehensive requirements gathering, and developed a detailed storage concept. Established operational rules, created an optimal data architecture, and defined data migration requirements, accounting for dynamic changes in source systems.
  + **Result:** A **functional and scalable centralised client data storage** was created, which various consuming systems actively integrated with. A strong foundation for future development and expansion of functionality was laid.
* **Project 29: Central Permission Engine (CPE)**
  + **Role:** Enterprise Architect
  + **Objective:** To formulate the concept of a centralised permission model and access control to resources, supporting both role-based and resource-based models.
  + **Actions:** Developed the concept and structure for a unified approach to managing permissions across the enterprise.
  + **Result:** A **centralised permission model concept** was formulated, ready for further detailing and implementation to ensure consistent and secure resource access.
* **Project 13: Proteus - Data Management System (RTK-PROTEUS)**
  + **Role:** Project Manager, Business Analyst
  + **Objective:** To analyze user traffic, segment users, perform identity resolution, build an interest graph, and develop a system for targeted advertising messages and a recommendation system to increase profit through advertising on company resources.
  + **Actions:** Led the project through all stages, collaborated with stakeholders for requirements gathering and validation. Detailed functional and non-functional requirements for traffic analysis, segmentation, and targeting modules. Coordinated subcontractor work.
  + **Result:** A comprehensive system for traffic analysis, segmentation, and targeting was successfully launched, enabling the creation of a **new business line** that generates **additional profit** and provides capabilities for **targeted advertising messages and a recommendation system**.
* **Project 12: Fuel Station Management System (GAM-ZG)**
  + **Role:** Solution Architect, Project Manager
  + **Objective:** To implement a new fuel station management system, including solution design, implementation, integration with other systems, and data migration, to enhance operational efficiency.
  + **Actions:** Conducted requirements gathering and analysis, developed a comprehensive system architecture. Managed the entire development and implementation lifecycle, including integration with existing systems and data migration. Organized testing, training, and phased launch.
  + **Result:** A **modern and efficient fuel station management system was successfully implemented**. **Full integration** with all necessary services was achieved, and **data migration was successfully completed**. Operational efficiency and network manageability were enhanced.
* **Project 07: Medical Information and Analytical System (MIAS)**
  + **Role:** Project Manager, Business Analyst
  + **Objective:** To develop an information system for storing and analysing medical records and forecasting athletic performance based on medical history, replacing manual processes.
  + **Actions:** Led the project as both Project Manager and Scrum Master, introducing Scrum for the first time. Gathered requirements from diverse stakeholders, designed interfaces, managed development, organised demos and acceptance testing, and oversaw data migration from paper records.
  + **Result:** The Customer received a **digital platform for managing and analysing athlete check-up data**, enabling **performance forecasting** and assisting coaches in more effective training planning.
* **Project 06: Loyalty Program for Gazprom Neft (OILPC-LOY)**
  + **Role:** Business Analyst, Project Manager, Solution Architect
  + **Objective:** To design and launch a comprehensive loyalty program management system for a fuel retail chain, enabling a full lifecycle of loyalty campaigns, including customer behavior analysis, segmentation, planning, and post-analysis.
  + **Actions:** Led the project, controlling timelines and resource utilization. Gathered requirements, managed change requests, drafted technical specifications, and coordinated demos and acceptance testing.
  + **Result:** The client gained a **fully operational loyalty management system**, leading to a significant **increase in program participation from 1 million to 4.5 million users**. The company also achieved better control, **reduced fraud**, and significantly **improved ROI** on promotional spending.
* **Project 05: Corporate Cashless Payment System (KSBR) for Gazprom Neft (OILPC-KSBR)**
  + **Role:** Project Manager, Business Analyst, Solution Architect
  + **Objective:** To develop and implement a smart chip card-based fuel settlement system to replace paper vouchers, reduce fraud, and automate cashless settlements with over 70,000 legal entities.
  + **Actions:** Led a cross-functional team of up to 22 people, including subcontractors. Responsible for gathering and analyzing business requirements, UI/UX design, business analysis, organizing demos and acceptance testing.
  + **Result:** **Reconciliation time was reduced 6x** (from 6 weeks to 1 week), and **fraud losses were cut 10x**. Received an official letter of commendation from the client. The system ensured accurate and transparent reconciliation with corporate clients.
* **Project 09: Fleet Management (GAM-CAR5)**
  + **Role:** Solution Architect, Project Manager
  + **Objective:** To establish a carsharing service from scratch, including team formation, requirements gathering, solution design, integration with in-car IoT, and migration of infrastructure to AWS Cloud.
  + **Result:** A **fully integrated carsharing management system was successfully launched**, enhancing operational transparency and significantly improving system reliability.
* **Project 10: Climate Equipment Monitoring and Predictive Maintenance System for X5 Retail Group (GAM-X5)**
  + **Role:** Enterprise Architect, Solution Architect
  + **Objective:** To develop a comprehensive architectural solution for temperature control, equipment failure prediction, and maintenance planning, aiming for a 10% reduction in electricity costs.
  + **Result:** **Two well-developed architectural solutions**, detailed vendor analysis, and a **clear roadmap** for tender announcement were prepared, laying the foundation for projected savings of up to 10% on electricity and reduced product losses.

**Overall Experience in Product Preparation & Management:**

My approach includes:

**In-depth Needs Analysis:** I begin with a thorough examination of business requirements and stakeholder needs to develop solutions that effectively address client problems and deliver value.

**Architectural Design & Planning:** Expertise in designing scalable, reliable, and AI-ready architectures capable of supporting complex business processes, managing large volumes of data, and enabling new capabilities.

**Project & Team Leadership:** Effective leadership of cross-functional teams (up to 22 people), including developers, analysts, and external vendors, to achieve objectives on time and within budget. Proficient in Scrum and other agile methodologies.

**Process Optimisation & Risk Mitigation:** Focus on creating solutions that automate operations, reduce manual labour, minimise errors, decrease fraud, and mitigate other risks.

**Innovation Implementation:** Active utilisation of advanced technologies, including cloud solutions (AWS), IoT, blockchain, and artificial intelligence, to create competitive advantages and transform businesses.