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| epam-logo-3x.png | EPAM Systems, Inc. 41 University Drive, Suite 202 Newtown, PA 18940 267 759 9000 Phone 267 759 8989 Fax www.epam.com |

**Valerii Korobeinikov – Enterprise Architect I**

Summary

I am an experienced Enterprise Architect and Business Analyst with expertise in various domains such as Aviation and Transport, Telecom, Retail, Oil and Gas (retail). My functional experience includes Document Management, Resource Management, and Fleet Management. I have extensive knowledge in setting up work methodologies such as enterprise product line management, goals-based management (OKR), value-based management, development management based on Agile, and enterprise architecture management based on TOGAF. With my IT background and understanding of the business side of technologies, I can communicate effectively with business representatives.

I actively engage in community activities such as training colleagues, giving lectures, and conducting webinars. I am also an Advising member of the international non-profit organization of enterprise architects - Intersection Group and participated in the translation of the ArchiMate standard into Russian.

My roles include Enterprise Architect, Lead Business Analyst, and Information Architect. I have expertise in technologies such as TOGAF, Archimate, Enterprise Architecture, and IIBA BABoK. I am proficient in using various tools such as MS Office, MS Power BI, Jira, Confluence, Trello, Asana, Bizagi Studio/Modeler, MS Visio, XMind, MindMeister, Lucid Chart, Miro, and Sparx EA. Besides, I possess several certifications such as Google Cloud Leader, AWS Certified Solution Architect, IIBA Academic Diploma, IELTS - 6.5, and MBA (Business Analysis)

**Showed proven ability to** System Thinking

Cooperation

Stakeholder Relationship Management

Requirements Elicitation/Management

Enterprise Architecture

TOGAF/Archimate

OKR - objective-based management

Landscape Discovering

Strategic Planning

IT-Strategy

Aligning Business and IT/B2IT-IT2B Relations Management

Capabilities Modeling/Planning

**Skilled in** Observation, Interviews, Continuous learning, Critical Thinking, Enthusiasm for new technologies, Content Creation/Authoring, Business Needs Identification, Creative thinking, Presenting, Clarity and argumentation

**Certified in** Cloud Digital Leader

Skills

**Academic Disciplines**

* **Social Sciences:** Economics
* **Humanities:** Russian, English
* **Applied Sciences:** Systems analysis, Model-Based Systems Engineering, System modeling, Interview, Shadowing, Focus groups

**Business Functions**

* **Learning and Development:** Teaching with technology
* **Business Development:** Business Development
* **Corporate Communications:** Storytelling in communications

**Consulting Practice**

* **Business Consulting:** Enterprise Education & Learning, Transformation Enablement, Business Consulting
* **Technology Consulting:** Technology Strategy, Technical consulting
* **Strategy Consulting:** Business Case Development, Digital Enterprise Strategy, Business Strategy, Strategy Consulting, Transformation Consulting

**Engineering Practices**

* **Digital Engagement:** Service Design
* **Advanced Technology:** Application Architecture, Process Model, Data Architecture, BA Stakeholders management, Enterprise Architecture Governance, Enterprise Architecture Body of Knowledges, Operating Model(ing), Process Architecture, Capability Model(ing), Taxonomy, Service Model(ing), Business Model(ing), Vision, Strategic Planning, Business Architecture, Vision & Strategy, Experience Architecture, Enterprise Architecture, Business Analysis, Roadmap, Business Analysis Approach Definition, Requirements Analysis, Solution Architecture, Product Design, Process Design, Functional Architecture, Product Architecture, Functional Design, Information Architecture, Functional Model, Information Model, Service Architecture, Strategy, Product Model, ArchiMate, Roadmapping, Information Systems Architecture, Business Design, IT Architecture, Capability-Based Planning
* **Cloud:** Cloud Computing basics
* **Management:** Management

**Industries**

* **Energy & Resources:** Oil & Gas
* **Consumer:** Retail
* **Technology, Media & Telecoms:** IT Services, Strategic Roadmap Planning, Hardware, Telecommunications, Online Education
* **Financial Services:** Asset Management, Financial Risk Management and Reporting, Interest Rates

**Leadership & Soft Skills**

* **Leadership:** Developing Others, Clarity and argumentation, Mentoring, Building Strategies
* **Communication:** Diplomacy, Trust building, Empathy, Presenting, Active listening, Visual Representation of Information, Confidence, Audience Management, Content Creation/Authoring, Negotiations, Assertiveness, Business Correspondence, Meeting Facilitation
* **Consultancy:** Delivery Excellence, Client Relationship Management, Enthusiasm for new technologies, Business Needs Identification, Systems Thinking, Innovativeness, Creative thinking
* **Business Acumen:** Market orientation, Business Acumen, Financial Awareness
* **Diversity, Equity, and Inclusion:** Cross-cultural communication, Diversity, Equity, and Inclusion, Cultural curiosity
* **Teamwork and Collaboration:** Creating team climate, Team Management, Teamwork and Collaboration
* **Growth Mindset:** Curiosity, Continuous learning, Growth Mindset, Critical Thinking, Accepting feedback
* **Ownership:** Problem-solving, Decision-making, Ownership

**Managerial**

* **People Management:** Coaching
* **Product Management:** Product Management
* **Project Management:** Portfolio Management, Project Management
* **General Management:** Estimation, Scrum, Gap Analysis, Interviews, Focus Group, Brainstorming, Survey/Questionnaire, Reviews, Agile, Prototyping, Observation, Workshops
* **Service Management:** Information Technology Infrastructure Library, IT4IT, COBIT

**Technologies**

* **Standard:** BABOK, PMBOK
* **Framework:** TOGAF
* **Other:** Payment Technologies and Schemas, Enterprise Architecture Frameworks, Zachman, Billing Systems
* **Solution:** Enterprise Architect, Confluence, Microsoft Visio

Work experience

**Mar-2023 - Sep-2023** - EPAM Systems, <https://www.epam.com/>

**Customer:** Botswana Telecommunications Corporation

**Customer Description:** EV - Telecommunication

**EPAM Project Description:** BCT has defined business models for new industries and domains such as FinTech, eHealth, eAgriculture, eEducation (eLearning), and Cloud Services. BTC would like to define the Enterprise Architecture Vision and Minimal Viable Architecture (MVA) for the new business models, together with a Roadmap and Action Plan for the next steps. The primary scope is bounded by FinTech, eEducation (eLearning), and Cloud Services

**Team Size:** Two Enterprise Architect, Business Analyst, Information Architect, UX-expert, DM

**Project Roles:** Information Architect

**Responsibilities:**

* My responsibilities included examining the enterprise and describing its current state of information architecture. I analyzed customer requirements and prepared the target state of the information architecture. I conducted gap analysis and identified necessary changes. I also drew up a roadmap and aligned it with business activities and other tasks. Additionally, I helped in the description and design of business architecture, including customer journey maps, business scenarios, and business capabilities map

**Tools and Technologies:** Lucid Chart, MS Office, Sparx Enterprise Architect, Scrum

**Nov-2022 - Feb-2023** - Enterprise Architect, EPAM Systems, <https://www.epam.com/>

**Customer:** Ahold Delhaize

**Customer Description:** Retail & Distribution

**EPAM Project Description:** BeCSE needs an integrated Core Retail Platform that is fully aligned with its strategy as a technology enabler that drives Omnichannel Growth and Operational Excellence. There needs to be a clear and integrated strategic roadmap of the Core Retail solutions in a well-defined platform strategy across the BeCSE region. Therefore, AD immediately needs to identify and leverage under-utilized technologies to drive further impact and value for the brands and customers, supported by a strategic roadmap with a 1-3 year horizon and a capability assessment to increase maturity. AD has asked the EPAM continuum to develop a strategic roadmap for the BeCSE Core Retail platform to achieve its goals

**Team Size:** 1 Delivery Manager, 1 Enterprise Architect, 2 Technology Consultants, 1 Business Consultant, 1 Designer

**Project Roles:** Enterprise Architect

**Responsibilities:**

* I performed a discovery scan of the enterprise business and application landscape and prepared discovery reports. I conducted capability analysis, optimization, and planning, and mapped application functions onto enterprise capabilities

**Tools and Technologies:** N/a, Excel, Lucid Chart, Miro, Draw.io, MindMeister, PowerPoint, Zoom, Teams

**Apr-2022 - Oct-2022** - Lead Business Analyst, EPAM Systems, <https://www.epam.com/>

**Customer:** EPAM Systems, Inc

**Customer Description:** Software & Hi-Tech

**EPAM Project Description:** The Datahub team builds a flexible ecosystem of functional, integration, and data services for EPAM dev teams to simplify design, development, and operations and reduce the time-to-market of new applications/systems and their costs. We use technologies such as Kafka integration bus, multi-temporal data lake, Self-analytics, and PaaS (platform-as-a-service). See more at https://Datahub.epam.com

**Team Size:** Dev team: 4-5 developers

QA team: 2 testers

BA: One Business analyst/PO

**Project Roles:** Product owner

**Responsibilities:**

* I prepared the project vision and roadmap and developed a set of documentation while maintaining it. I organized and conducted interviews with customers, collected and managed requirements, managed the backlog in Jira, and prioritized requirements. I also conducted agile meetings

**Tools and Technologies:** PostgreSQL, Jira, Confluence, Miro, Draw.io, MS Office, Google Docs, DBeaver, OpenShift, Kafka Manager, JAVA 11, Spring, Hibernate, Docker, OpenShift, Postgree, Liquibase, Kafka, Rabbit MQ

**Jul-2021 - Mar-2022** - Business analyst, EPAM Systems, <https://www.epam.com/>

**Customer:** EPAM Systems, Inc

**Customer Description:** Software & Hi-Tech

**EPAM Project Description:** Enhancements are needed for the Human Resource Management app suite and processes

**Team Size:** ~ 60 ppl

4 streams

BA team: ~ 6 BA

**Project Roles:** Enterprise business analyst

**Responsibilities:**

* I collected requirements and created a context diagram, functional and cross-functional interaction diagram. My main achievement was the creation of a Single Profile Concept and its promotion within the organization. Four new projects are based on the concept

**Tools and Technologies:** Jira, Confluence, Miro, Draw.io, MS Office, Google Docs, DBeaver, OpenShift, Kafka Manager, JAVA 11, Spring, Hibernate, Docker, OpenShift, PostgreSQL, Liquibase, MapStruct, Kafka

**Nov-2019 - Aug-2021** - Head of IT Strategy Department, DME – Moscow Domodedovo Airport (Aviation industry, Moscow, Russia), <https://www.dme.ru/>

**Customer:** DME – Moscow Domodedovo Airport (Aviation industry, Moscow, Russia). DME is the second-largest airport in Russia

**Project Description:** I was tasked with updating the methods of developing the enterprise's IT strategy and adapting the TOGAF methodology for a specific organization. I also introduced the Scrum methodology for development management. Firstly, I developed a new approach to IT strategy development after conducting a business survey and created rules and regulations for preparing an IT strategy for the entire airport. Secondly, I proposed an adaptation of The Scrum methodology for development management, developed training materials, conducted training, and changed management processes. I also created a new approach for making changes to the enterprise architecture. The company had a high degree of overregulation of business processes, and my work was highly appreciated, receiving a commendation in the workbook for successful work during the COVID-19 crisis

**Team Size:** 4-60 in different periods. Product managers, System architects, Business analytics, marketing staff

**Project Roles:** Head of IT Strategy Department

**Responsibilities:**

* Tasks Performed
* a. Provided management consultations on enterprise strategy and IT strategy
* b. Adapted the Scrum methodology for a specific enterprise, adapted the TOGAF methodology for a specific organization
* c. Changed enterprise processes
* d. Reported directly to the managing director of the company
* My work was highly appreciated, and I received a commendation in the workbook for successful work during the COVID-19 crisis

**Tools and Technologies:** MS Project Server, MS Power BI, MS Office, Lotus Notes, Web, 1C + 600 IT-systems, Power BI analytics

**Sep-2016 - Sep-2018** - Architect, Rostelecom (Telecom, Moscow, Russia), www.rt.ru

**Customer:** Rostelecom

**Project Description:** The project involved the transformation of the largest telecommunications operator in Russia

**Team Size:** The team consisted of 4 to 20 people at different times

**Project Roles:** Enterprise architect

**Responsibilities:**

* I participated in the change of the architecture management process itself, as well as in projects to implement a system for creating a single user profile, targeted marketing, and inter-operator interaction systems. I also participated in presale activities for the largest clients. At the same time, I studied and received an MBA degree in business analysis

**Tools and Technologies:** Hortonworks Hadoop, Greenplum, Hortonworks Hadoop, Greenplum, Hortonwoks and Apache stack

**Jul-2015 - Feb-2017** - CTO, CAR5 - Moscow Carsharing (Automotive industry, Moscow, Russia), www.car5.ru

**Customer:** CAR5 - Moscow Carsharing (Automotive industry, Moscow, Russia)

**Project Description:** CAR5 is a fast-growing startup car sharing service with a $2M budget. It offers an innovative mobility solution in rapidly increasing urban areas. 1. Website creation: Development of the company's website from scratch. 2. Mobile App creation: Development of the client's application from scratch. 3. Transferring all on-premises project infrastructure to the AWS cloud: Migrated business applications to AWS Cloud. Cut IT spend, $2K+ annual savings from AWS agreement

**Team Size:** Cross-functional team (marketing, product and engineering, business development, legal, finance, accounting) of more than 20 people

**Project Roles:** Project manager, CTO

**Responsibilities:**

* Tasks performed
* a. Management of the development team
* b. Collecting and analyzing business requirements
* c. Project infrastructure management
* d. Negotiations with business partners to determine service requirements, service level agreements, integration of technologies, and new cohesive processes
* e. Held a key leadership role in the company and created the product from scratch

**Tools and Technologies:** MySQL, AWS, Web (PHP + MySQL + JS)

**Jan-2012 - Jul-2015** - Project Manager, Oil Processing Company (Outsourcing processing service, Moscow), <https://www.oilpc.ru/>

**Customer:** Gazprom Neft

**Project Description:** KSBR (for Gazprom Neft) – Corporate system of non-cash payments. Replacement of fuel coupons for organizations. The project included a system of mutual settlements for fuel for customer organizations. It had more than 70,000 legal entities. In 2015, the number of operating fuel cards used by the clients amounted to 520,000. The project was completed in two years, and a thank-you letter was received from the customer

**Team Size:** From 4 to 22 team members in different time periods. Developers, Technical writers, Designers, Web-developer etc

**Project Roles:** Project Manager, Solutions Architect

**Responsibilities:**

* Tasks performed
* a. Project planning and management
* b. Reported to the Project director
* c. The PMI methodology was used
* d. Participation in the development of the project architecture and project documentation including technical specifications
* e. Close communication with stakeholders up to the level of marketing director and project director

**Tools and Technologies:** Oracle, MS Project Server, MS Office, Processing systems (card processing and others), Bitrix CMS, high-loaded system, ITSM (OTRS), QlikView, Oracle, Java, HTML, CSS, PHP, Bitrix

**Jan-2012 - Jul-2015** - Project Manager, Oil Processing Company (Outsourcing processing service, Moscow), <https://www.oilpc.ru/>

**Customer:** Gazprom Neft

**Project Description:** Loyalty program (for Gazprom Neft) – Loyalty program for gas station customers. As of 2013, it had more than $1.5M budget for development, 5.6M cards emission in 29 Russian regions. It was based on company-owned processing of loyalty cards

**Team Size:** From 4 to 22 team members in different time periods. Developers, Technical writers, Designers, Web-developer etc

**Project Roles:** Project Manager, Solutions Architect

**Responsibilities:**

* Tasks performed
* a. Project planning and management
* b. Reported to the Project director
* c. The PMI methodology was used
* d. Participation in the development of the project architecture and project documentation including technical specifications
* e. Close communication with stakeholders up to the level of marketing director and project director

**Tools and Technologies:** Oracle, MS Project Server, Java, Oracle DB, PHP, high-loaded system, ITSM, QlikView

**Aug-2008 - Aug-2010** - Project Manager, Skylink (Telecom, Moscow, Russia), <https://skylink.ru/>

**Customer:** Skylink, at that time, it was the fourth-largest telecommunications operator in Russia

**Project Description:** The project involved the implementation of Microsoft Dynamics AX

**Team Size:** 4-18 team members, developers, analysts, methodologists

**Project Roles:** Project manager, Solution architect

**Responsibilities:**

* I served as a technical project manager, defined and executed project plans, monitored progress on key phases, defined application components, platforms, interfaces, and roll-out strategy. I prepared documentation and business analysis reports, including specifications, management reports, project charters, and presented an overview to the executive management. It was my first experience creating an IT architecture and integration between systems in Enterprise-scale projects

**Tools and Technologies:** MS SQL Server, MS Dynamics AX, MS SQL AS, MS SQL Server, MS Dynamics AX

Education

**Name of the Education Establishment:** NATIONAL RESEARCH UNIVERSITY "HIGHER SCHOOL OF ECONOMICS"

**Faculty/College:** Business and Management

**Department:** Business Informatics

**Specialty:** Business Analysis

**Degree (diploma):** Master

**Name of the Education Establishment:** IZHEVSK STATE TECHNICAL UNIVERSITY

**Faculty/College:** Information Technologies

**Department:** Information Systems

**Specialty:** Computing machines, complexes, systems and networks

**Degree (diploma):** Master

Certificates

* **2022** - Google: Cloud Digital Leader