



Interim Manager Profile 7

Place of residence	Moscow / Russia
Language skills	Russian - native German - fluent German - intermediate
Education	<ul style="list-style-type: none"> - 1989-1992: The Russian Presidential Academy of State management, graduate studies at the International Politics Department / Ph.D. in Political Science, International Relations. - 1975-1980: The Moscow State University of Foreign Languages, the Faculty of Translation and Interpreting. Diploma speciality: Translator and Interpreter of German, English, Swedish.
Management experience since	1995
Previous positions / roles	<ul style="list-style-type: none"> - 2011 - 2017: <u>General Director</u> of Spitzer-Rus LLC, Moscow (sales of the German commercial vehicles in the Russian Federation) - 2004 -2011: <u>Head of the Russian Representative Office</u> of Spitzer GmbH, Germany (commercial vehicle production and sales) - 2001-2004: <u>Chairman of the Management Board</u> of RIA Novosti (former Novosti Press Agency), part time - <u>Project Manager</u> at CROS (development and analytical support for international political project aimed at creating positive image of Russia in Germany and other G7 countries) - 1995-2001: <u>General Director</u> of Cargotrans Moscow CJSC (sales of the German commercial vehicles in the Russian Federation) - 1992-1996: <u>Professor</u> of the International Politics Department and Political Science Department at the Russian Presidential Academy of State management, Member of the Scientific Council - 1985-1989: <u>In-house correspondent</u> of the Novosti Press Agency in the German Democratic Republic and in West Berlin - 1980-1985: <u>Correspondent</u> of the German Editorial Office, Novosti Press Agency, Moscow
Industry experience over the past 10 years	<p>Industry: commercial vehicles</p> <ul style="list-style-type: none"> - Company management - Development of the strategy for the German manufacturer at the Russian market - Managing the marketing, advertising, pricing, technical, HR policy of the Russian company - Sales of the German equipment to the regions of the Russian Federation - Joint projects with Mercedes, MAN, Volvo, Scania Groups and the Russian leasing companies
Leadership competence and experience	15 people in team
Willingness to travel and relocation	<ul style="list-style-type: none"> - ready for travel and relocation
Desired type and scope of cooperation	ready for a short term (project) and for a permanent job (Head of Representative Office / Director / Project Manager / Adviser)



Deutsch-Russische
Auslandshandelskammer
Российско-Германская
внешнеторговая палата



Desired operating time and availability	full time/ part-time
<p>Core skills and experience:</p> <ul style="list-style-type: none">- Business development, positioning of German companies on Russian market- Management of subsidiary or Representative Office of German companies in Russia- Deep understanding of German reality and principles of doing business which is supported with related work experience- Excellent Russia and CIS knowledge <p>Additional information:</p> <ul style="list-style-type: none">- As Director of German subsidiary provided supply of the German equipment to Russia for the amount exceeding EUR 35 mln.- Command of the German language at a professional level. Interpreted official negotiations of the Heads of State:<ul style="list-style-type: none">- President of the Russian Federation B.N. Yeltsin with the representatives of the German business,- Prime Minister of the Russian Federation I.S. Silayev with the Ministers of the German Federal Republic- during employment in Germany participated in preparing and organizing the visits of M.S. Gorbachev to Germany- State awards of the Russian Federation: Order of Honour- Member of the Union of Journalists of the Russian Federation- Candidate for Master of Sports, Swimming	