



**NAMED Aleksandr Zakharov**

**QUALIFICATION** 30 - years of successful management by large collectives and enterprises in production and sale of industrial, financial and commodity sectors.

**EXPERIENCE**

**03.2020 - 12.2020 DEPUTY DIRECTOR of the Branch** of PJSC "Aviation Complex named Ilyushin" in Voronezh.

- audit of production processes and production system of the Branch for the implementation of R&D;
- development and formation of the internal regulatory framework of the Branch;
- development and formation of a regulatory framework for the functioning of QMS processes based on ISO standards;

- audit of plans and reports of the Branch;
- coordination of development of production plans, schedules and control of execution;
- formation of the organizational structure and staffing of the Branch, regulations on divisions and job descriptions, a description of the processes of interaction in the internal and external environment;
- coordination of production schemes and work performance schedules, setting up monitoring;
- monitoring of the labor intensity of the work performed;
- optimization of the internal document flow of the Branch;
- introduction of route sheets to control the passage of design documentation;
- the process of passing and approving construction and installation work;
- setting up the process of work with the submissions with the Ministry of Defense;
- the process of designer supervision is regulated;
- an audit of the basic norms and standards for the performance of design work has been carried out;
- a coefficient model for forecasting and calculating the complexity of design work has been developed;
- the Regulation of the Balance Commission, calculation of the bonus remuneration have been developed;
- developed and approved the Thematic work plan of the Branch for 2020 and perspective until 2022;
- a plan and regulations were drawn up for the industrial transformation of the Branch and created a single structure of the Engineering and Design Center.

**06.2018 – 03.2019 CHIEF SENIOR CONSULTANT of Directorate of programs of the Il-96** of JSC "United Aircraft Corporation".

**Functional:**

- audit and moderate of production processes and management systems of PJSC "VASO" for manufacture aircrafts Il-112V and Il-96-400M;
- organization and adding the process of working for special tests and transfer Il-112V to Ministry of Defense;
- development of the regulatory framework for the functioning of the quality management for all Directorate' programs on the basis of ISO standards;
- development of digital platform of production system for transformation of industrial model for the regulatory framework of production' organization and preparation for avian enterprises of JSC "United Aircraft Corporation" on the basis of "SEER-H v.7" by Galorath Inc, USA;
- plan's production and preparation audit and training production of the Il-96' programs;
- development, coordination and control of execution of of the Il-96' programs and production plans.

**04.2016 – 06.2018 CHIEF SENIOR CONSULTANT of Department** of an industrial model and transformation system of JSC "United Aircraft Corporation". **Functions:**

- development and implementation of a economics-technology normative documentation for the organization of production;
- coordination of the implementation investment plans of production modernization, including Federal State Programs; – coordination plans preparation of production;
- coordination of implementation plans of new equipment and innovative technologies;
- coordinating and controlling of the realization of production plans;
- development and substantiation rules, valuation, tariffs, labor costs and manufacture balances.

**02.2016 – 04.2016 DEPUTYDIRECTOR** of the logistics and delivering for realize the State Defense Order in JSC "Aviation complex named Ilyushin".

**Functions:**

- coordination and control of manufacture logistics JSC "Ilyushin";
- control of execution of contractual obligations by material and equipments suppliers;
- developing, coordinating and monitoring the execution of logistics and production plans;
- determination of demand and supply planning and optimal logistics, inventory optimization;

- monitoring the timeliness, completeness and accuracy of the accounting of materials and equipments logistics, forecasting the needs of materials and equipments;
- operational and logical management of the materials and equipments supplying, interaction with relevant service providers; – development of internal normative documents and acts on the manufacture logistics organization; – organization, management and control activities of subordinates.

#### Results.

Three aircrafts as Il-38 has been modernized and transferred to the Navy Air Force in time.

#### **04.2015 - 10.2015 GENERAL DIRECTOR JSC “Industrial Investment”**

The Main Task was to create a global trader. JSC "NMC "Novomet" was affiliated with the private investment Fund "Energy" (<http://fundenergy.ru>), - the fund for support of innovations & trading of oil & commodity. JSC "NMC "Novomet" was specialized not only of trading but also the M&A (including aurum, platinum, palladium, rhodium and others assets).

#### Results.

1. Ore & raw direction. Signed an Agreement and began the due diligence for to buying or to participate in the assets:
  - 1.1. Monche Tundra / Kola Peninsula : “West Nittis and Loypishnyun”.
  - 1.2. JSC "Artemovskaya Gold Mining Company"
  - 1.3. Lode "Ingarinda"
  - 1.4. Lode "Kotuikan field"
  - 1.5. Lode "Vuruchufyvench" 1.6. Lode "Fedorova Tundra".
  - 1.7. The iron lode "Kurkenpakh"
2. Coking & energy coal direction. Signed an Agreement and began the due diligence for to buying or to participate in the assets:
  - 2.1. Coal mine “Shubarkoi-Komir”,
  - 2.2. Coal mine “Northern Bungursky”,
  - 2.3. Coal mine “Plotnikovskaya”,
  - 2.4. Coal mine “Eastern Ananyinsky”,
  - 2.5. Coal mine “Kamyshanski”,
  - 2.6. Coal mine “Southern Bungursky”,
  - 2.7. Coal Enterprise "SibCoal",
  - 2.8. Coal Company "SibCoalProm",
  - 2.9. Coal mine “Askizsky”,
  - 2.10. “Siberian Business Union – Coal”,
  - 2.11. Coal mine “Golubovskaya”,
  - 2.12. Coal company "Rover"
3. Oil & Gas direction, the project of the creating the Holding Integrated Oil & Gas Company: Signed an Agreement and began the due diligence for to buying or to participate in the assets:
  - 3.1. Tomskaya Oil & Gas Company,
  - 3.2. Kholmskaya Oil & Gas Company,
  - 3.3. Oil & Gas Company "Northern Lights"
  - 3.4. Tobolskaya Oil & Gas Company
  - 3.5. oil field “Rustamovskoe”,
  - 3.6. oil field “Ayzovskoe”,
  - 3.7. oil field “Sayanovskoe”,
  - 3.8. oil field “Alexandrovskoe”,
  - 3.9. oil field “Stepnoe”,
  - 3.10. oil refinery "Anzherskiy", 3.11. oil refinery "Northern Kuzbass",
  - 3.12. oil refinery “Tomskiy”.
4. Others assets.
  - 4.1. “Siberian Business Union – Nitrogen” etc...

#### **01.2012 - 03.2015 SENIOR CHIEF CONSULTANT** (consulting & lobbying), Moscow, Russia.

Consulting and services:

#### **11.2014 - 03.2015.** JSC "SudoExport":

- signed an Agreement by project financing for shipbuilding with «Riyada Group», Bahrain, including the financing of the supply of laser welding equipment to the shipyard «Asray», Manama, USD 1,2 mln;
- signed an Agreement for the supply of equipment for the sea port reconstruction in Cam Ranh, Vietnam, USD 2,1 mln;

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**04.2014 - 09.2014.** JSC "Oil Company "Alliance". Parting in the modernization of the Khabarovsk' oil refinery and in the revision of JSC "PrimorOilProduct". Result documents of the revision as the alleged violations near USD 2.5 mln in the bunkering was putted to the Economy Security Department.

**11.2013 - 04.2014** Promotion the Group "RusElProm":

-- involvement of the Government Program by 21.02.2008 N 103 "Federal Program "Development of civil marine equipment 2009 - 2016".

-- signed the Agreement with "ABB" for the industrial cooperation with production "Azipod" with JSC "Vint".

-- signed the technical Protocol of the supply of the 3 electrical complexes to "GazFlot Ltd".

-- signed the Agreement of the supply of the 90 electrical complexes to JSC "SudoExport."

-- participation in the modernization of 11 pusher tugs for "New Ladoga Shipyard Ltd" by RUR 60 mln for the State Order.

**09.2013 - 11.2013** Promotion the "Saturn Gas Turbines" into the modernization of compressor stations of the gas transportation system of Ukraine.

**07.2013 - 09.2013** Participate in the documents' revision of JSC "HydroEquipment". Result of the revision is not a right target used of USD 1.5 mln of the export contract.

**09.2012 - 06.2013** Consulting JSC "TransOilProduct" in litigation against the State Property Fund of Ukraine about the owner of the oil-product' pipeline (1433 km) by State JSC "PrikarpatWestTrans". Pipeline and property JSC "PrikarpatWestTrans" were remained into the owner of JSC "TransOilProduct".

**02.2012 - 09.2012** Consulting "GazProm Sale Ukraine" to increase the quota by 2.0% in the supply of natural gas under direct contracts with industrial Ukrainian companies.

**05.2010 - 12.2011** **PRESIDENT & CHAIRMAN OF THE BOARD** of JSC "Shipyard "Ocean", Nykolaev, Ukraine In 2010 the Total revenue was more than UAH 166.0 mln (USD 5.3 mln).

Specialization: shipbuilding, ship repair and heavy metallic engineering and constructions.

Inferiors: 1490 men.

All company: 1490 men

Results:

-- received the Decision of the Cabinet of Ministers of Ukraine number 30556/1 / 1-1 of 18.06.2011 about the exceptional energy status of the JSC "Ocean", efficiency of USD 1.0 mln,

-- created and implemented packages internal documentation for regulatory management, financial and economic;

-- optimized the structure and workers quantity for the new industrial tasks, savings of USD 1.0 mln/month;

-- optimized management and documentation, calculated the work' hour & workload, implemented ERP-II, reduced the nonnormative losses as 5.0%;

provided repair of four super-tanker suez-max of "NovoShip" shipping company, USD 3.6 mln;

-- increased the efficiency of Marketing department and was upping the status in the CIS and in the international shipping market;

-- increased efficiency Security Department, reduced to efficiency more 5.0%;

-- completed revision & inventory of the property, - returned 10 hectares of territory JSC "Ocean";

-- signed an some Agreements with Ship Contracture bureaus and with the Marine Engineering Bureaus too, saved not more 10.0% of cost/vessel;

-- restructured credit payable and not allowed foreclose on the property, USD 12.0 mln;

-- closed Labor arbitration against Trade Union of shipyard, saved USD 5.0 mln;

-- signed an Agreement to ship build 10 tankers RST27, USD 180.0 mln;

-- signed an Agreement to sell of the 3 unfinished bulkers 17620, USD 23.0 mln;

-- created a management company to the financial optimization and management of the JSC "Ocean", attracted USD 1.3 mln;

-- etc ...

**08.2008 - 04.2010** **FINANCE DIRECTOR** of JSC "Aircraft Maintenance Centre - Conversia", Moscow, Russia.

In 2010 Total Revenue was USD 10.0 mln.

Specialization: services of renewal, technical maintenance, reconstruction and modernization of aircraft and aviation jet engines

Inferiors: 9 men.

All company employees:

157 men.

Results:

-- the finance department was created, the finance management (accounting, taxing, statistics, planning & budgeting) was created and developed, efficiency 25.0%;

-- optimized cash flow and centralized of purchases, efficiency USD 1.0 mln;

-- created structure and financial scheme of modernization compressor stations of Ukrainian' gas transportation system for State Company "UkrTransGas" by used gas turbine of JSC "Saturn", the project capital USD 2.5 mln (modernization cost the one of the station GTS was USD 30.0 mln);

-- obtained all the debts for previous deliveries for during of three years, - penalty USD 1.5 mln; -- the assets increased by 25.0%;

-- had factoring "Moscow Motor Industry Company named Chernyshev", RUR 300.0 mln;

-- signed an agreements about the cooperation of business: Kharkov' State aircraft enterprise, State aircraft enterprise "Aviant", State aircraft maintenance enterprise "N 410", JSC "Enterprise named FED", Voronezh' State aircraft enterprise, Samara' aircraft enterprise "Aviacor", JSC "Saturn", State corporation "RosTech", JSC "DefenceProm" , and more and more;  
-- etc.

**09.2005 - 08.2008 DIRECTOR by PROJECTS** of the investment company «ARRAY INVEST Inc», affiliated with the «FEDERAL BANK of Middle East», Moscow, Russia.

Investments to projects were USD 55 mln.

Specialization: direct investments into perspective projects or the participation into business.

Inferiors: 15 men.                      All company: 35 men.

Results:

- created the Russian-Ukrainian consortium for manufacture the chemical coal-lye-reagent to oil and gas industry (for JSC "GazProm" and for "TurkmenGeology", "TurkmenOil" and "TurkmenGas"), return of capital 15.0%;
- supplied of drilling equipment from "AzOilChemMach" and from "KalushOilChemMach" to Syrian State Oil Company, USD 2.5 mln;
- consolidated the assets of "KalmOil" & "KalmIstern" for strategic investor, USD 5.0 mln;
- contractation of delivery specially drilling equipment from JSC "UralMach" to JSC "UkrTransOil", USD 5.7 mln;
- realized of the innovation project for minimization losses in pumping pipe oil for JSC "UkrTransOil" & JSC "TransOil", - reducing losses by 10.0%;
- realized the tenders "TurkmenGas" & "TurkmenOil" & "TurkmenGeology" of delivering the industrial equipment, chemical & raw, - near USD 10.0 mln/year;
- realized the delivery of urea from JSC "DniproNitrogen" to "Kafari Inc", Kuwait, USD 3.5 mln;
- created the JV for business with Turkmenistan by oil and gas, capitalization growth 25.0%; USD;
- realized the delivery of diesel 02-62 for JSC "UkrTransOil", USD 11.0 mln;
- created a mathematical model to determine the effective rental rate of industrial warehouse space "A" group, efficiency of rent up 12.0%;
- the management (finances, budgeting, taxing & etc) was development; and etc.

**02.2004 – 08.2005 Senior VICE-PRESIDENT** of JSC «Barwinok», Kharkov, Ukraine. In 2004 amount was USD 17.0 mln.

Specialization: the introduction of innovative technologies and restructuring of assets, managing of the «Kharkov' ceramic tiled plant».

Inferiors: 73 men.                      All company: 252 men.

Results:

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realized the project «Para-Bac» into JSC "UkrTransOil" on the Sumy' regional filial of the Dnepr' Magisterial Oil PipeLine, potential effect up to USD 1.0 mln.;

-- began the project "Sputnik" of the using of satellite' high-tech for the State Company "UkrTransGas", potential effect up to USD 15.0 mln.;

-- realized the project "Terminal" for State company "UkrTransOilProduct", capitalization increased up to USD 55.0 mln.;

-- realized the project of direct supplying of electric power to JSC "Concern "UPEC" and JSC "Kharkov' Industrial Union", effect for companies was USD 1.5 mln.;

-- restructured the assets of JSC "Kharkov' Oil Product», total assets USD 14.0 mln.;

-- realized the direct delivery of coal from the JSC "Lugansk' Coal Sale" and JSC "Rovenki' Anthracite" to JSC "Kharkov' Coal" and State Company "Centre Energo», total USD 3.3 mln.;

-- five branches were created;

-- the upping of total sale more then 25. %;

-- the innovative project of sales organization and management was realized;

-- the project of budgeting management of company' business was realized;

-- -- the budgetary management and the management of five affiliated factories were optimized.

**07.2003 - 02.2004 CHIEF of ADVISERS** of the general director of **National Fund** for development & helping to activity private venture business, Kiev, Ukraine.

Investment Budget was to USD 55.0 mln

Specialization: services & helping for organization of private business.

Inferiors: 9 men.                      All company: 71 men.

Results:

-- the strategy of business development and the mission of the UN' Fund were structured, described and certificated;

-- consultation for Holding State Company "UkrInMach" about the financing of the trading & supplying of diesel and aircraft fuel to foreign partners were made, USD 1.5 mln.;

-- realized cooperation of the deliveries of steel and oil equipment for the Ocean-Oil terminal to the «Lilama», Vietnam, USD 4.5 mln.;

-- realized the building the large shopping center in Ovidiopol' region near Odessa, the first part as USD 15.0 mln;

-- an administrative management and directing were inculcated, and the standards by ISO 9000 and ISO 9001 were inculcated -

- the IT' complex system «Galaxy» for directing and controlling of managing processes of the UN' Fund were inculcated.

**07.2000 - 01.2002 GENERAL DIRECTOR** of the State' chemistry factory "ChemProm" by Ministry of industrial policy, Pervomayskiy town, Kharkov' region, Ukraine.

In 2001 amount was USD 35.0 mln. Capital was USD 117.0 mln.

Specialization: production and sale: chlorine; liquid caustic soda; bleach; PVC suspension; copper oxygenic chloride; cable plastic; labomid; calcium hydroxide; bleach "White"; many agriculture chemicals; corrugated cardboard; various services, railway leasing.

Inferiors: 3225 men.                      All company: 3225 men.

Results:

-- unworking factory was began to work and to do the products, technological catastrophe was prevented; --

some new of chemical products were mastered;

-- all the problems of the accrued personnel compensation were decided;

-- won over the workings strike;

-- the problems of deliveries to the enterprise of energy resources were decided, effect was USD 0.5 mln/month;

-- started the production of methanol from natural gas as to additive to benzene, income amounted to USD 1.0 mln/month;

-- started the production of low-octane benzene and diesel from the gas condensate from Shebelinka' gas condensate fields, income to USD 0.7 mln/month;

-- fully inventory and fully audit of business were conducted;

-- monthly the production and sale of the basic products were increased not less then 5 %;

-- monthly attained to the collective were not less then 5 %.

**05.1997 - 11.1999 AUTHORIZED REPRESENTATIVE** of Cabinet Ministers in Poltava' and Kharkov' and Sumy' regions, Kiev, Ukraine.

In 1998 budget was USD 5.0 mln

Specialization: social adaptation and support for the militaries, who are discharged to a reserve and a retirement.

Inferiors: 5 men.                      All company: 77 men.

Results:



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-- State Enterprise "UkrPromEnergo" was created and accredited by the National Energy Regulation Commission; -- organized supplying of energy coal from JSC "Lugansk Coal" and from JSC "Torez Anthracite " to the State energy generation companies (JSC "Dnipro Energy", JSC "Donbass Energy", JSC "Center Energy");  
-- organized transaction of "Transfer Coal Order" to the National Energy Regulation Commission for JSC "UkrTatOil" (Kremenchug' oil refinery plant), USD 3.0 mln.;  
-- organized distribution of oil products to JSC "Kharkov' Region Oil Product", JSC "Poltava' Region Oil Product ", JSC "Sumy' Region Oil Product", USD 3.0 mln;  
    organized with the JSC "UkrTatOil" the joint venture "Center ltd" for the bitumen production, USD 0.5 mln/month;  
-- five private firms were created by the discharged militaries;  
-- coordinating centers for the adaptation of the discharged militaries in government regional administrations were created;  
-- system of the outside budgetary financing for the building of houses for the discharged militaries was created; --  
three regional centers of update qualifications and employment for the discharged militaries were created; -- 177  
of the discharged militaries were employed and founded job.

**11.1993 - 05.1997 GENERAL DIRECTOR** of the "CokeChemTrade ltd", Kharkov, Ukraine.

Specialization: production and sale: coke and coal; toluene; benzol; ammonium sulfate; resins and the coal cracking of products; solvents; brake liquids; varnishes; tosol; glues; domestic chemistry and etc.; the retail business with using firm' shops.

Inferiors: 250 men.           All company: 250 men.

Results: in the beginning of business in 1994 the capital of enterprise was equal the **USD 5.000**, but already in 1996 the total of the volume was equal **USD 25.000.000**, and "Cokechemtrade ltd" became the financial and technological donor for the Kharkov' coke-chemical factory.

-- organized the of BTC (benzol -toluene component) manufacture for high-octane benzene, income to USD 0.5 mln/month;  
-- organized the re-production of solid polymer waste of Germany Dual System, income to USD 1.5 mln/month; -- organized the recovery of spent automotive oil; income to USD 0.1 mln/month.

**11.1989 - 11.1993 DIFFERENT TOP-MANAGEMENT positions in banks, industry companies, foreign investment companies in Russia and in Ukraine.**

## **EDUCATION**

**1979 - 1984** Higher' Military Aviation Engineering Institute of Air Force, Kharkov

Specialization: exploitation of aircraft and jet turbine engines, higher mechanic engineer, diploma by IV № 152594, excellent.

**1984 - 1984** Special top-courses of Chief Administration of Air Force, Kharkov

Specialization: the aviation-technical maintenance, supplying and providing, engineer by the supply, certification № 113/40, excellent

**1985 - 1987** The National Central Institute of World Economy for chief, top-managers and general directors in innovations, "know-how" investments, patented and licensed business, Moscow

Specialization: patenting, licensing and the protection of author' low, engineer, diplom № 066371, good

**1990 - 1990** School of International Economic and Business by Ministry of Foreign Trade of USSR, Moscow

Specialization: foreign trade and international economic, manager, certification № 06073, good

**1997 - 1998** Project TACIS EDUK 9301 for Ukraine, Kiev

Specialization: Social management, certification № 980785

**2000 - 2000** The Central Institute of the personnel coaching for chiefs, top-managers and general directors by Ministry of industrial policy of Ukraine, Kiev

Specialization: professional coaching program of managing by the industrial enterprises, certificate AE №108687

**2001 - 2001** Academy of National Economy by Government of Russian Federation, Moscow

Specialization: government policy and state managing by national economy, chief of organization, diploma PP № 414795

**2001** Academy of National Economy by Government of Russian Federation, Moscow.

Specialization: High Graduate School, specialty by 08.00.05 "Economy and management by the national economy", excellent.

**1997 - 2002** National Academy of legal and low by named Yaroslav Mudry, Kharkov,

Specialization: jurisprudence, master's degree of legal and low, diploma HA № 17461557, excellent.

**1999 - 2003** National Government Economic University by named Liberman G.E., Kharkov

Specialization: finances, master's degree of finance, diploma HA № 22809384, very well.

## **PERSONAL**

I was born on May, 17, 1962, in Gorky, Russian Federation, married (wife is Ukrainian citizen), having one daughter is twenty five years old (graduate student of analytical polymer's chemistry of Russian State University).

Citizen of Russia, Passport 45 13 212232 of Moscow by August, 14th, 2013, code of the subdivision 770-068

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On August, 21, 2021

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