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Sergey Ponomaryov

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| Education**High school diploma, International Economics***Economic and Humanitarian Institute, Donetsk, Ukraine*1992 – 1997**Certificate** **of** **the course, specialist on securities***Institute of management, Lviv, Ukraine*2002**Certificate** **of** **the course, financial analyst*****Deloitte Academy, Kyiv, Ukraine***2012**Trainings «Networker» and «Value-oriented management»****2016****Certificate** **of** **the course,** **English Career online, *USA Embassy*** **11.2016-04.2017****State diploma of the** **course “Business analitik”*****Kyiv University of market relations*****07.2017-09.2017** ProficiencyMulti-year practical experience in PM◼◼◼◼◼◼◼◼◼◼◼Finacial services and consulting◼◼◼◼◼◼◼◼◼◼◼Business development◼◼◼◼◼◼◼◼◼◼◼Work with authorities and other stakeholders◼◼◼◼◼◼◼◼◼◼◼Development of transparent communities◼◼◼◼◼◼◼◼◼◼◼Evaluation and mitigation risks◼◼◼◼◼◼◼◼◼◼◼SkillsBusiness analysis and market research◼◼◼◼◼◼◼◼◼◼◼Creative and strategy thinking◼◼◼◼◼◼◼◼◼◼◼**Pro-active and problem solving abilities**◼◼◼◼◼◼◼◼◼◼◼**Generating new business oppotunities**◼◼◼◼◼◼◼◼◼◼◼ **Training, teaching and public speaking** ◼◼◼◼◼◼◼◼◼◼◼**Strong cooperation and communication, team lead**◼◼◼◼◼◼◼◼◼◼◼Additional advantages* **High level of erudition**
* Knowledge of Ukrainian public sector and business environment
* Cooperation with non-governmental agencies and city councils in the project's environment
* Continuous learning and knowledge sharing
* Loyalty to corporate values of the company
* **Business user of MS Office (Word, Excel, Power Point, MS Project etc), Google Apps, ERP and CRM software, Facebook and Linkedin**

Languages* **Native Ukrainian, Russian**
* **Advanced level written and spoken English**

References1. Kostyantin Smolsky, Former Head of the Board of Big Bank
2. Maria Repko, Deputy director of Centre for Economic Strategy
3. Alina Boiko, professor of Kiev national university of trade and economics
 | Experience**Head of development**NGO **"Rozumne misto"** ([www.rozumnemisto.org](http://www.rozumnemisto.org)), **Kyiv**03.2017 – **Present*** Development platform of e-democracy for communities, sales e-services for local governments
* Coordination relevant project activities at local and national level
* Maintanig relations and support of local counsils and communities (more than 80)
* Working with projects of international donors
* Trainigs for different audience. One of educational projects with Kiev School of Economics

**Head of strategic clients department** *Big bank, Kyiv Head Office*09.2016 – 03.2017* Motivating and control sales teams
* Originate, maintain and develop relationships with strategic clients
* Negotiate directly all terms and conditions
* Participating in control and Compliance function
* Preparing documents for the collegial units of the bank (Credit Committee, Tariff Committee, ALCO)
* Creating and implementing new products
* Developing strategies

**Deputy head of Regional network development division** *Kreschatik Bank, Kyiv Head Office*04.2014 – 08.2016* Management of the bank network. Opening of new units, cost optimization
* Monitoring of implementation of goals and tasks
* Coordination partnership with entities and private businesses, local authorities
* Successful negotiating, control and increasing profitability
* Analysis and reporting of bank activities
* Investigation, analysis and resolution of customer operational issues
* Coordinate work between different departments, reconciliation

**Head (CEO) of the financial company of the holding** Local construction holding, Eastern Ukraine11.2007 – 04.2014* Projects of bank financing (more than 200 million UAH) for realization of investing programs
* Structuring and performing transactions with banks and other financial institutions
* Work with accounting department
* Evaluation of properties and projects, preparing of relevant financial models
* Negotiations with local authorities representatives and potential partners
* Sales management, preparing agreements
* Verifying financial parts of transactions

**Senior positions (head/deputy head) of the branches**Banks with foreign capital, Eastern / Western Ukraine11.2001 – 11.2007Volunteer experience**An expert of finance and pension reforms group**NGO **"Reanimation Package of Reforms" , Kyiv** ([www.rpr.org.ua](http://www.rpr.org.ua))06.2015 – **Present*** Consulting, comprehensive review of the problems in the macroeconomic policy in Ukraine
* Advocacy of the bills in critical areas, including: anti-corruption, deregulation, reforms of the financial system, and economic development
* Development a roadmap of law changes
* Preparing analytical reviews on main economic and financial problems

Publications* One of authors of RPR annual analitic issue “Reforms under a microscope 2017 (financial sector)

<http://rpr.org.ua/reformy-pid-mikroskopom/> |