**Olena**

**London, England, United Kingdom**

A highly motivated individual with extensive experience in strategic, operational and charge management across finance divisions and the wider business. Developed results such as improved the statistics of the budget efficiency by introducing a new methodology that helped to build many successful partnerships within such counties as China, Turkey and India. With the ability to build and maintain working relationships with stakeholders ensure that the business meets its financial objectives.

**Skills**

Microsoft Office

Microsoft Excel

Microsoft Word

Microsoft PowerPoint

1C

Problem-Solving

Time Management

Communication

Teamwork

Project Management

Critical Thinking

Business etiquette

Adaptability

Decision-Making

Team Player

Public Speaking

**Professional Experience**

**2018- present (hybrid) Head of the Financial instruments and trading department**

*AGSOLKO UKRAINE, Kyiv Ukraine*

* Being in charge of methodology, preparation and control of the budget of the sales department
* Aligning building negotiations with banks and leasing companies regarding the development of favourable partnership financing conditions for the purchase of machinery and equipment by our clients under favourable financing conditions
* Organising the formation of company reporting, and market monitoring
* Endorsing preparation of company documents for obtaining loans
* Established the formation of Cashflow, income and expenditure budget
* Participating in involvement and support of key customers and partners of the company
* Directed the organization and development of partner programs with suppliers such as China, Turkey, and India
* Managing the conclusion of export contracts for the sale of agricultural products (wheat, corn, rapeseed, barley, sunflower, etc.) abroad
* Participated in research for new internal channels for the sale of agricultural products to the company's clients

**2016-2021 (part-time) Senior Researcher of the Land Resources and Nature Management Department**

*National Academy of Sciences "Institute of Agrarian Economics" of the National Academy of Agrarian Sciences of Ukraine, Kyiv Ukraine*

* Providing statistical information for reporting for the Ministry of Agrarian Policy
* Designing and improving proposals for normative legal acts in the agro-industrial complex
* Carrying out scientific, research and search works for the development of the agro-industrial complex of Ukraine
* Being in charge of the development of state and state and industry programs

**2008-2016 Head of Sales**

*Raiffeisen Bank Aval, Kyiv Ukraine*

* Delegating the control and organization of the work of the department regarding the implementation of planned indicators as a whole
* Heading negotiations and meetings with clients both corporate and legal entities
* Monitoring the control of the work of the department in terms of the implementation of planned indicators. Organization of sales of banking products
* Work with clients: search and attraction for service in the bank
* Undertook the sale of banking products: loans, deposits, RKO, and salary projects

**Education**

**Taras Shevchenko National University, Kyiv Ukraine, 2012-2015**

Master`s Degree in Law, *Lawyer*

**National Agrarian University, Kyiv Ukraine, 2002-2004**

Master`s Degree in Accounting and Auditing, *Economist Accountant*

**National Agrarian University, Kyiv Ukraine, 1998-2002**

Bachelor`s Degree in Accounting and Auditing, *Economist Accountant*

**Qualifications & Certifications**

**Institute of Agrarian Economics of the National Academy of Agrarian Sciences of Ukraine**

**Kyiv Ukraine, 2018-2021**

*Candidate of Economic Sciences degree in Economics and Management*

**Languages**

Ukrainian - Native

Russian - Fluent

English - B2

**Driver's license**

Driver license category B