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Work experience

November 2010 — present

Regtime LLC, Accredited domain name registrar, Web hosting provider, Hi-Tech Web technology developer

Executive director

- Establish and coordinate technical support activities in 128 global domain zones.
- Manage current production and operation activities of the company. Ensure strategic and tactical planning of company's activities. Coordinate marketing, sales, pricing policy, and personnel development.
- Coordinate key account relations. Our company has over 180,000 clients and 2,600 service dealers in Russia and abroad.
- Work with external partners, handle licensing activities, represent the company in authorized agencies and institutions, and bear responsibility to such organizations in terms of compliance with existing Russian regulations.

November 2009 — November 2010

Protek, Samara (production and distribution of pharmaceuticals and medical goods)

Director of Samara Logistical Center of Distribution (SLCD)

Territory covered: Samara Region, Ulianovsk Region, Orenburg Region, Bashkortostan

- Establish and coordinate Protek's activities for logistical services in the regions.
- Act as a Protek's representative at the local authorities, authorized agencies and other institutions, and bear responsibility to such organizations in terms of compliance with existing Russian regulations.
- Strategic and tactical planning of SLCD's activities.
- Budgeting, cost control, SLCD's asset management.
- Development and implementation of HR policy that was aimed at creating adequate labor conditions to ensure effective Protek operation in the region.
- Ensure staff selection, arranging, trainings, and assessment.
- Develop and implement incentive programs for company's employees.
- Arrange work places, ensure safe work environment.
- Enforce labor discipline among employees of Protek's SLCD.

Achievements:

- Established workflow of the largest logistical center for pharmaceutical good distribution in Volga Region.
- Introduced ERP system (Oracle E-business Suite) in SLCD branches (Samara, Ufa, Orenburg, Ulianovsk).

October 2006 — November 2009

Protek, Samara (production and distribution of pharmaceuticals and medical goods)

Branch Director, up to 350 subordinate employees

- teambuilding;
- securing leading company positions in the region;
- managing administrative activities of the branch;
- coordination of activities to ensure meeting the targets;
- acting as a company's representative at the local authorities and other organizations;
- cost control, branch asset management.

Achievements: the branch entered top five out of 40 Protek branches in Russia. Branch's revenue increased by 200 per cent as against year 2006. In Samara region, Protek ranked the first place in the pharmaceutical market by the market share in commercial and state budget funded sectors.

March 2005 — February 2006

Syzran Meat Factory (Open Joint Stock Company)

Marketing and Sales Director, 100 subordinate employees

- managed commercial activities of SMF, i.e. sales, marketing, internal logistics;
- managed financial and trade activities of SMF in Volga region;
- coordinated company's marketing, sales, pricing, and personnel development strategies;
- managed introduction of new brands and trade items in the market;
- managed planning of company's product range;
- coordinated the work with key clients.

Achievements: in 2005 the average monthly turnover grew by 43.9%.

December 2003 — February 2005

MarketTrade, Samara, one of the largest Russian distributors of tea, coffee, groceries, beer, and juices

General Manager, 800 subordinate employees

- managed the operations of the companies (group members) in Samara, Togliatti and Orenburg;
- monitored development and introduction of corporate standards in accounting, finance, sales, logistics, and HR.

Achievements: increased the market share in Samara region (90% for tea, 60% - coffee, and 30% - groceries); the number of active clients increased from 1500 to 2800; developed and implemented the launch of a logistics center (more than 10,000 product items in stock, with the area of 40,000 square meters).

January 1999 — December 2003

Opti Old, distributor of beer, juices, frozen foods, owner of a chain of restaurants in Samara

General Director, 300 subordinate employees

- developed and coordinated a business project for construction of a microbrewery restaurant in Samara;
- arranged hiring and training of sales representatives for retail business;
- introduced new sales directions — juices, beer, frozen foods by pushing the competition and winning 40% of the market in these segments.

Achievements: the volumes of sales quadrupled in 2003. Increased the number of active company's clients from 600 to 1000.

April 1996 — November 1998

Pepsi International Bottlers, Samara

Regional Marketing and Sales Manager, 50 subordinate employees

- managed company's sales in Central Russia (Samara, Togliatti, Astrakhan, Volgograd, Saratov, Orenburg, Ulyanovsk, Nizhny Novgorod);
- managed the marketing budget of one million US Dollars aimed at sales development;

Achievements: developed and implemented the first project in Russia for placing vending machines in Samara and Togliatti (at AutoVAZ) by signing an exclusivity agreement with AutoVAZ (80,000 employees) for soft drink sales.

Education

2005 — 2010

MBA Graduate School of International Business (of the National Economy Academy under the aegis of the Russian Federal Government)

MBA degree — Strategic Management

2000 — 2001

Participated in educational programs and trainings in USA and UK following the Presidential Program and BFR (Business for Russia)

1999 — 2000

Samara State Academy of Economics

Marketing Management

1981 — 1987

Samara Aerospace University

Radio Communications Department

Trainings and Courses

2003 — 2005

English Language Link School, Samara (Cambridge Diploma)

2000 — 2001

Nottingham Trent University (UK) and the University of Michigan (USA)

1999 — 2000

RIMA International Marketing (Netherlands & Russia), International School of Business
Presidential Program

1996 — 1998

Corporate sales training programs of Pepsi International Bottlers
Training at IMI Cornelius (Spain) and Whitlence (UK)

Special Skills

- PC advanced user;
- Valid driving license (B category); own a car;
- English — intermediate level.