

## Analysis • Communication & Leadership • Project Development • Business Expansion

Accomplished professional with years of comprehensive **large-scale management experience** in strategy and development of electricity distribution network and systems at national level. Strong background in program development and quality assurance with an outstanding history of managing projects from initial conception, through development, to implementation. Unexcelled record of bringing mission projects in on schedule and within budget. Especially skilled at strategic planning, budget controls and problem resolution. Executed **domestic and international assignments** in the development of World Class Reliability Standards, Maintenance Standards, and Turnaround Practices for electric power corporations across Europe.

Outstanding communication talents with proven ability to build and lead highly efficient teams, to consult executive personnel, and to convey complex concepts in understandable terms. **Multicultural and multilingual:** *English, German, Russian, and Serbian.*

## VALUES OFFERED

**High-profile helping a top-leading South-Eastern Europe-based energy corporation interests expand in Europe**

- Energetic achiever who continuously succeeds in establishing and leading world-class business into profitable enterprises.
- Savvy consultant vastly experienced in delivering strong business-development programs for European interests.

**Multi-culturally insightful and collaboration-minded expert**

- Strong leader who contributes multicultural and multilingual advantages to leveraging relationships with senior corporate and public leaders.
- Skilled negotiator who gains the edge in complex agreements by easily navigating through diverse cultural environments, winning initiatives against top competitors, and securing beneficial contracts.

**Leading dealmaker with expertise in global business protocols**

- Solid self-starter with track record for developing business strategies supporting growth into international markets.
- Astute contributor who reconciles complex contracts developed extensive understanding of international business protocols.

**Diversely experienced visionary**

- Motivated achiever who drives aggressive revenue growth and market expansion by utilizing talent for connecting mission, product, and service to untapped niches.
- Key player who leads strategic marketing launches and accelerates corporate management of international businesses capturing local markets.

**Business-development pro who consistently meets corporate goals**

- Proficient problem-solver who created and implemented business plans for business joint-venture for quick expansion into international markets.
- Facile decision-maker who designs innovative incentive and benefits programs that increase yields and reduce costs.

**Consensus-builder who forges critical global alliances**

- Creative thinker who initiates, structures, and negotiates profitable B2B relationships.
- Exceptional communicator who delivers sophisticated presentations to C-level executives to obtain profitable contracts.

**Entrepreneurial leader who performs well in team environments**

- Respected manager with effective team-spirited approach.
- Accomplished motivator with solid reputation for leveraging company competencies, providing common vision, and creating energetic, productive organization.

## SELECTED ACHIEVEMENTS

- Achievement of approx. **XX million euro** savings per year by implementing assets management improvement program, that involves improvement planning process measures, methods for determining priorities of CAPEX, standardization of technical specifications for key equipments for installation in network, improvement of action plan for mitigation of network losses.
- Direct support to Company Name reorganization, in terms of unbundling supply and core distribution functions, Company Name Supply setting up, 5 DSOs merging into one DSO, management of technical, corporate and general functions, financial and support functions, outsourcing processes, procurement practices reform etc.
- Winner of a scholarship jointly funded by EBRD, Central European Initiative (CEI) and Italian Government for the International master program in public procurement management held in Rome (Italy) in 2014-2015;

## PROFESSIONAL BACKGROUND

**Company Name** – City, Country

**2012-Present**

*The Company Name is the state-owned electric utility power company with headquarters in City, Country and is the largest producer of lignite in the country, with a potential annual production of around XX million tons.*

Company Name – City, Country | 2012-Present [continued]

**HEAD OF DEPARTMENT** for the Development of Electricity Distribution Network | May 2015-Present**CHALLENGES:**

- Definition of corporate development strategy for the period 2015-2025 – in cooperation with the executive board of directors – to support and implement framework policies set by main shareholders and regulatory bodies;
- Definition of electricity supply and distribution development projects portfolio – in cooperation with the executive director for distribution system management – for 2015-2025;

**ACTIONS:**

- Merged 5 former DSOs into one single operator responsible for the whole national network by coordinating of external consulting, senior managers' and experts' teams.
- Coordinated a **XX million euro** modernization and reconstruction PROJECT for 5 high-voltage substations installed in the distribution network (technical specifications, procurement according to the World Bank rules, contract drafting/management, execution, and supervision).
- Managed the coordination of several CONSULTING PROJECTS (from identification to execution stages), worth more than **XX million euro** on the whole, to technically support Company Name reorganization.

**RESULT:** Contributed to the adoption of EU Energy Directive (Package III) into national energy legislation by coordinating and supervising experts' group in order to conduct an effective policy dialogue with the Ministry of Energy of Country.

**CHAIRMAN OF SUPERVISORY BOARD** | May 2014-April 2015

**CHALLENGE:** Redefinition of the company's policy, rules and procedures to meet the strategic goals set by Company Name management board.

**RESULTS:**

- Improved distribution network technical parameters (reliability, duration of breaks, level of technical and commercial losses, collection rate, annual maintenance plan, annual investment plan and quality of electricity supply for end customers).
- Boosted financial indicators by enforcing cost saving program and increased efficiency and compliance with technical parameters.

**LEADING ENGINEER** for Energy Efficiency of the Distribution Network | Oct 2013-Apr 2014

**PROJECT INVOLVED IN:** Participated in the project management of a **XX million euro** modernization PROJECT for smart metering infrastructure in the national distribution network (feasibility study, technical specifications, procurement procedure according to EBRD and EIB rules, contract drafting and implementation).

**INDEPENDENT SPECIALIST** for Supply, tariff policy and customer relationships | Dec 2012-Oct 2013

- Played a key role in a mixed team, made of Company Name and Country Government representatives, tasked to draft a plan for reprogramming Company Name's old debt.

**ACHIEVEMENTS:**

- *Jul 2013:* Established the Company Name Supply (1,000 employees) by supporting the setting up of a new enterprise ("Company Name Supply") within the Company Name.
- Raised the invoiced amount from **96,5% to 99,2%** by participating in the definition and implementation of a collection rate improvement plan for current customers.
- Improved the support service by **20%**.

Company Name [Energy Utility Industry] – City, Country

Jun 2013-Jun 2014

**MEMBER OF SUPERVISORY BOARD** [Appointed member of the company's crisis management team]

**CHALLENGE:** The main mission was to overcome financial difficulties and market troubles.

**ACTIONS:** Defined and implemented a business crisis action plan, which led to the repayment of all bank loans and to a **50%** reduction of payables to suppliers and to employees;

**RESULT:** Increased the total company's value and stabilized the market position, mainly through the establishment of new business partnerships, new products development and higher product marginality (marginal profits) due to greater efficiency and productivity.

**EARLY EXPERIENCE****High School Name** – City, Country | **HIGH SCHOOL TEACHER**

2010-2012

**EDUCATIONAL BACKGROUND****International Master in Public Procurement Management** [Master's Degree in Economics]

2014-2015

UNIVERSITY OF NAME, Faculty of Economics – Country

**Master of Project Management** [Master's Degree in Project Management]

2007-2008

UNIVERSITY OF NAME, Faculty of Organizational Science – Country

**Bachelor in Electrical Engineering** [Bachelor's Degree in Electrical Engineering]

2003-2007

UNIVERSITY OF NAME, Faculty of Electrical Engineering and Computer Science - Country

**VOLUNTEERING****Ministry of Defence of Country** – City, Country

2008-2009

**QUALITY MANAGEMENT SYSTEM [QMS] OFFICER**