







ANDRII HAIVORONSKYI

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PROFESSIONAL SUMMARY

- Results-oriented executive and marketer with 20 years of experience in a variety of industries. Exceptional leader, change manager and complex problem solver.
- Proven skills in operations oversight, policy development and business process improvement.
- Detail-oriented team player with strong organizational skills. Ability to lead multiple projects simultaneously with a high degree of accuracy.

SKILLS

Business start up	Corporate leadership
Project Management	Budgeting
Contract Management	Market research and analysis
Market strategies	Strategic planning
Product development and expansion	Operations management
Analysis and management of business processes	

WORK HISTORY

MARKET ANALYST / QC MANAGER *02/2024 to CURRENT*

Basic Carbide Corp. | Lowber, PA 15660 USA

- Analysis of the company's internal business processes and development of methods for their optimization (according to Goldratt's Theory of Constraints).
- Identification of transitional business models.
- Quality control managing

CEO (remote operation) *07/2017 to CURRENT*

HAIVOR Inc. | NEW YORK, NY, USA

- Overall management of the company
- Branding, marketing, International Business consulting
- Identification of trendy patterns of activity, market analysis
- StartUp plan: Launch industrial probiotics product (b2b) line pre-sales activity
- Activity sector: (B2B) sales

GENERAL DIRECTOR

12/2014 to 08/2021

Eastern Harmony LLC | Moscow, RU

- Overall management of the company, the country market analysis
- New business development; development strategy in a crisis
- Identification of new patterns of activity, optimization of warehouse stocks
- The countries market analysis / explore commodity niches
- Concept development of new FMCG products for retail nets (full cycle: develop; place manufacturer order; calculate stock volume, investments, support marketing etc.)
- Activity sector: Non-food FMCG sales, distribution / Laundry & Home cleaning products ; (B2B/B2C) sales

PROJECT MANAGER OF RU BRANCH

03/2011 to 12/2014

EMCG B.V., Netherlands | Moscow, RU

- CIS & Eastern Europe market analysis
 - CRM support for follow and potential distribution
 - Identification of new patterns of activity
- Activity sector: (B2B) sales, distribution / Industrial tires ; (B2B/B2C) sales, distribution

EXECUTIVE DIRECTOR OF UA BRANCH

04/2004 to 03/2011

EMCG B.V., Netherlands | Kyiv / Kharkiv, UKRAINE

- Opening and organization of the country branch with a "0"
- The development strategy of "market entry" (choice of commodity group; SWOT analyses; inventory planning, logistics etc.)
- Build of sales department; development of company cash flow
- Overall management of the company, the country market monitoring
- Tax loading management
- New business development; development strategy in a crisis time
- Identification of new patterns of activity, optimization of warehouse stocks
- Activity sector: (B2B) sales, distribution / Continental Industrial tires, spare parts, forklift equipment

SALES DIRECTOR, BUSINESS DEVELOPMENT

08/2002 to 04/2004

VELTON TELECOM, LTD (Head Office) | Kharkiv, UKRAINE

- Build & Manage of the sales at the branches of the Company (12 branches)
- The formation of sales plans, monitor the implementation of the budgets
- the country market monitoring; creation of commercial product lines
- Activity sector: (B2B/B2C) sales, customer service / telecommunication

EDUCATION

MBA | Strategic Management in A Crisis

01/2021

CEO School, Moscow, RU

MBA (Intensive course)

○ **Ph.D.** | Technical Sciences (aviation Ground Equipment) 06/1995

Military University, Kharkiv, UKRAINE

○ **Bachelor of Science** | Economics 12/1995

IIMBL (Intern. Inst. of Manag. Business And Law), Sloviansk, UKRAINE

○ **Master of Science** | Engineering 06/1992

Military University, Kharkiv, UKRAINE

○ **Qualifications Diploma** | Business According TOC (Theory Of Constraints) 12/2008

APPLE-CONSALTING (Member of TOCICO – Goldrat USA), Kyiv, UKRAINE

ACCOMPLISHMENTS

- Crisis management of a loss-making company: losses at the start of 50,000 - 170,000 USD / month; after 5 months management profit of 50,000 USD/ month
- Opening a branch in the country from "0" to a profitable unit about for 2 years (EMCG UKRAINE, CSJC / Branch of EMCG B.V., Netherlands)
- Decrease in inventory by 20% with an increase in sales of the company by 25% (the effect of doing business according to the principles of the Goldrat Theory of Constraints)
- Management of the sales at the 12 branches to 20% sales growing (VELTON TELECOM, LTD)
- he European TOC ICO conference / October 2008: "How to increase sales while reducing inventory" / speaker

CERTIFICATIONS

- Business according TOC (Theory Of Constraints by Dr.Goldrat) / general course
- Business according TOC (Theory Of Constraints by Dr.Goldrat) / distribution
- Business according TOC (Theory Of Constraints by Dr.Goldrat) / inventory manegement

LANGUAGES

English

Professional Working

Ukrainian

Native or Bilingual

Russian

Full Professional