

Denis Chitipakhovyan

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Career Goal: To secure an entry-level position in the downstream energy products sector in Canada and to advance to a commercial or managerial position commensurate with my experience.

Strengths: Project, production and company management including in-depth commercial experience.

Professional Experience

President

August 2018 - September 2022

Alley Group LLC

Achievements:

- Started three brands in 2018 that generated a combined revenue of 4 million Euros in 2021.
- Expanded staff complement from 2 to 14 people.

Main tasks:

- Launched a brand-new, industrial subsidiary.
- Developed and implemented a business plan and all business processes.
- Managed all operations including the completion of a project to produce locally.
- Negotiated prices and terms with suppliers and expanded the company's pool of suppliers.
- Reported to and made presentations to shareholders, suppliers and other stakeholders.
- Developed and managed pricing and discount policies.

Leading Manager

October 2013 - August 2018

Liqui Moly Russia

Achievements:

- Launched the production of 10 types of lubrication oils in Russia.
- Optimized the production of AdBlue, coolants and windshield-washer fluids.
- Reduced the cost of raw material inventory by 60,000 Euros per year.

Main tasks:

- Defined and implemented new private-label directions to achieve significant sales growth.
- Launched Russian production for many products.
- Planned and executed all stages of projects.
- Developed and managed all supplier contracts.
- Participated actively in the development of plans and in the optimization of company activities.
- Supervised production in former USSR countries.

Education

Postgraduate Studies at Department of Oil and Gas Industries

2004 – 2006

Gubkin Russian State University of Oil and Gas

- Completed two qualifying examinations for a Ph.D.

Master's Degree in Business Management 2002 – 2004
Gubkin Russian State University of Oil and Gas

- Honours in management
- Specialization in project management

Bachelor's Degree in Economics 1998 – 2002
Gubkin Russian State University of Oil and Gas

Professional Development

Production of Industrial Lubricants 2018
Alley Group LLC

Conduct Complex Negotiations 2016
Liqui Moly Russia

Lubricants Production 2015
Liqui Moly Germany

Project Management Expert (PME) 2013
PM Expert Armada

Community Service

Call-Center Volunteer, Front-Line Volunteer December 2022 - Present
Calgary Food Bank

Computer Skills

- Windows
- Office - Word, Excel, PowerPoint
- Microsoft Project
- Adobe - Illustrator, Photoshop
- Bitrix 24 CRM

Personal Skills

- Creative and innovative person
- High energy and sociable
- Ability to work independently and in teams
- Diligent - not afraid of routine work
- Leadership ability and systems thinking

Fluent Languages

- English
- Ukrainian
- Russian