

## Serhiy Ovcharenko



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### Summary

- experience in an international business as a marketing representative, sales and marketing manager, country manager and managing director;
- manufacturing, engineering, and management experience in bridge construction, French fries production, and meat processing;
- excellent knowledge of computer using (MS office, e-mail, etc.);
- driver's license, experienced driver;

### Skills

Serious, creative, sociable, resourceful, self-motivated; eager to learn; very good in developing and completing projects; possess considerable interpersonal, managing, negotiating and persuasive abilities, customer oriented, dynamic and proactive personality, has proven sales and management records, strong wish for personal growth.

### Career History

- **Director International Operations** Welesgard LLC  **2013 – 2018**

Manufacturing and sales of high performance corrosion protection products. Managing all aspects of international activity of the company (regardless, sales or manufacturing) outside of Ukraine. Developed manufacturing partner in Western Europe and two new distributors in Europe and Middle East, grew up international sales by 30%

- **Managing Director** OSI Food Solutions LLC  **2010 – 2013**

Managing all aspects of activity of the meat processing company in Ukraine, being responsible for key account sales, and business development, watching investments in the processing plant in Ukraine. Directly involved in all aspects of management of the company, dealing with governmental bodies and big customer. Achieved several goals, developed three new products and grew sales by 15%. Excellent knowledge of management of the company and people management.

- **Commercial Director** Jotungard LLC  **2009 – 2010**

Managing all international commercial activity of the company, selling corrosion protection paints (own manufacturing) for different industrial application in Europe and Russia, as well as sales of products from leading world producers (Jotun, 3M, etc) in Ukraine. Grew up sales by 20% and developed five new distributors.

- **Country Business Leader** 3M Ukraine LLC  **2005 - 2009**

Managing all aspects of Display and Graphics and Safety, Security and Protection Services businesses, member of Management Operations Committee. Main activity is in chemical and industrial sector, including personal protective equipment and corrosion protection products. Lean Six Sigma implementation principles in business approach. Managing key account businesses for different industrial applications. Developed 6 new distributors for assigned products and built strong sales team. In 2007 was delivering about 40% of total company turnover.

- **Managing Director, President**

**McCain Foods Ukraine LLC**



**1999 - 2005**

Managing all aspects of activity of the company in Ukraine, being responsible for retail and food service sales, marketing and business development, watching investments in agriculture program in Ukraine. Directly involved in Sales, Marketing and Logistics activities with FMCG, good knowledge of manufacturing processes. Excellent knowledge of budgeting processes and good understanding of finance management, tracing cash flow and sales volumes on the level of President of the company. Established strong sales team. Managed to keep about 90% of total Ukrainian market of frozen French Fries, both food service and retail businesses.

- **Head of Representative Office**     **Engelhard Corporation**     **ENGELHARD**     **1998-1999**

Managing all aspects of activity of the office and watching investments within Ukraine, especially supervising and supporting Joint Venture's continuous development. Started first sales of final product to Western Europe. Was directly involved in manufacturing process of white pigments in Ukraine and in sales and logistics of final products to other countries.

- **Senior S&M Rep CIS**     **DuPont de Nemours International S.A**          **1993-1998**

Supervised all aspects of Elastomers business of DuPont in CIS, Baltic States and Ukraine and managed CIS Elastomers Team (customer service, logistics, payments, planning). Starting with Ukraine from scratch have managed in one year to deliver about 200% growth in sales. Being responsible for Russia have managed to increase sales by 30% in 1996 in assigned territory. Gained good knowledge of manufacturing process of products. Recognized as a Founding Member of DuPont Dow Elastomers company.

### **Qualifications and Trainings**

Individual Development program  
 Mass Media training  
 Crisis Management training  
 Coaching others training course  
 Leadership Development for Growth Course  
 Customer Focused Selling Course  
 Leadership Development Course  
 Sales Training Course  
 Professional training program "Leadership course"  
 Professional training program "Intercultural Management"  
 Professional training program "Leadership in Action"  
 Professional training program "Presentation and writing skills"  
 Training program "Basic of finance"  
 Professional training program "Effective Communication"  
 Professional training program "The Versatile Salesperson"  
 Professional training program "Drive and survive"  
 TACK Training International, Professional Training Program "Profitable Negotiations".  
 International Management Institute, Kyiv, Ukraine. Master of Business Administration Diploma.  
 University of Delaware, Newark, DE, USA. Summer International Business Institute Diploma.  
 Railway Transport Engineering Institute, Dnipro, Ukraine. Engineer Diploma,  
 Specialization: Bridge and Tunnel Construction

### **Languages**

Ukrainian - native, English, Russian - fluent, German, Polish, Belorussian - temporarily not in use.

### **Interests**

music - experience on keyboards, guitar, drums, bayan and vocals, cooking - Chinese, Georgian and Ukrainian cuisine, sports – football, boxing, basketball.