**Yana Horlach**

|  |  |
| --- | --- |
| **Job objective** | |
| *Challenging job in Marketing/Business/Financial analysis, planning; Commercial Finance in Agriculture* | |
| **Personal information** | | |
| |  |  | | --- | --- | | Date of Birth: 23 Jan 1977  Phone mobile: +38 098 914-77-14 | [https: //ua.linkedin.com/in/yanahorlach](https://ua.linkedin.com/in/yanahorlach)  E-mail: [yagorlach@gmail.com](mailto:yagorlach@gmail.com) Skype: yana.hor | | | |
| **Summary** | |
| - Extensive experience in complex business, marketing, financial analysis & planning, management reporting, market research/survey for strategy & business development, project management (in large local & multinational companies, and a leading consulting company PWC);  - More than 10 years of experience in Agriculture (UkrLandFarming, Allseeds, Nasinnia, Monsanto, Wilmar, LNZ)  - Projects: M&A, BI, SAP implementation, reporting improvement, finance & business analysis (PwC), investments;  - People management experience in companies: Monsanto, UkrLandFarming, Soyuz-Victan, Allseeds  - Languages: English- advanced; Russian, Ukrainian – native | |
| **Education** | |
| **2018** | **Diploma in Professional Marketing:** CIM: Chartered Institute of Marketing (United Kingdom) |
| **2010** | **Advanced Diploma in Management Accounting:** CIMA: Chartered Institute of Management Accountants (UK) |
| **2003** | **Master’s degree in Finance:** Shevchenko National University of Kyiv (Ukraine) |
| **1999** | **Master’s degree in Economic Engineering:** Zaporighia State Engineering Academy (Ukraine) |

|  |  |
| --- | --- |
| **Work experience** | |
| *Apr 2019 – now* | **Manager of Strategy & Business development department, DTEK Renewables**   * Evaluation of innovative solutions, business analysis * Presentations for Supervisory Board |
| *Jul 2018 – Sep 2018* | **Marketing Manager, LNZ Group**   * Implementation of Marketing campaigns to achieve the Company’s KPIs & increase brand awareness for products (seeds) |
| *Sep 2016 –*  *Jun 2018* | **Marketing & Commercial Analyst, Delta Wilmar CIS (Wilmar International Group)**   * Supply and Demand analysis (UA and worldwide); crop analysis and forecast; * Business development analysis, market research; M&A projects; Crop forecast; * Presentations (for conferences, Top-management), HQ reporting, * Conferences arrangement, communication with external shareholders |
| *May 2015 –*  *Aug 2016* | **Business development project: ASP LTD (Poland, Ukraine)**   * Analysis (market, financial, economic, legal) for new business launches (restaurant and catering services) in Warsaw |
| *Jan.2011 – Apr.2015* | **Commercial Finance Manager (Fin Manager of Supporting Function)/ Business analyst, Monsanto**  Reported to Finance Lead of Eastern Europe, responsible for Ukraine, Russia, Belarus, Romania, Bulgaria   * Reporting, analytical & controlling support to Management (local, EMEA region and HQ (USA); * Planning (monthly forecast, season tactical plan, annual budget, long term strategic plan); * Sales & Marketing decision support with: distribution analysis, marketing programs, commercial policy, sensitivity; cost/benefit analysis, pricing, scenario modelling, tactical plan;   HQ awards: Most Valuable Player, Rapid recognition |
| Oct.2010 -Dec.2010  Jul. 2003 - Sep.2001 | **Financial Planning & Analysis Manager, UkrLandFarming**  **Accountant/Fin. associate, UkrLandFarming** |
| *Jun.2009 – Aug.2010* | **Financial Controller, Nasinnia LLC** |
| *Mar.2007 – Apr2009* | **Consultant of Transaction Services (Mergers & Acquisitions) Group, Price Waterhouse Coopers**   * Due diligence (business & financial analysis, risk assessment) of companies for their sale |
| Jun.2006 – Feb.2007 | **Deputy head of planning and controlling department, Soyuz-Victan** |
| Jul. 2005 - May 2006 | **Finance Analyst of Budget & Reporting Group, Philip Morris** Temporary employment contract |
| Aug. 2003 - Jun 2005 | **Treasurer, Allseeds** |