**Yana Horlach**

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| **Job objective**  |
| *Challenging job in Marketing/Business/Financial analysis, planning; Commercial Finance in Agriculture* |
| **Personal information** |
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| Date of Birth: 23 Jan 1977Phone mobile: +38 098 914-77-14 | [https: //ua.linkedin.com/in/yanahorlach](https://ua.linkedin.com/in/yanahorlach)E-mail: yagorlach@gmail.com Skype: yana.hor |

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| **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) |

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| **Work experience** |
| *Apr 2019 – now* | **Manager of Strategy & Business development department, DTEK Renewables*** Evaluation of innovative solutions, business analysis
* Presentations for Supervisory Board
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| *Jul 2018 – Sep 2018*  | **Marketing Manager, LNZ Group** * Implementation of Marketing campaigns to achieve the Company’s KPIs & increase brand awareness for products (seeds)
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| *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.2010Jul. 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
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| 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**  |