

Curriculum Vitae

Name: **Andrey Nazarov**

Personal data:

Year and Place of Birth: 1982, Moscow, Russia

Current address: Moscow, 5th Parkovaya str., 25-44

Telephone: +7 909 623 8521 (mob.)

E-mail: AndreyNazarov1@yandex.ru



Personal Statement: Over 17 years I have been building excellence in sales of chemicals and business development (fertilizers, mining chemicals, industrial gases) and really enjoyed every step in my career. Now I am eager to continue.

Objective: Business Development Manager, Product Manager, Sales Manager, Head or Deputy Head of Sales and/or Marketing (chemical/petrochemical/gaseous products; mineral raw materials).

Education

2019. Linde Leadership College RME in Munich, Germany. Program on Leadership & Collaboration, Conflict Management, Change Management, Personal and Employee Development.

2011 – 2012. Plekhanov Russian University of Economics. Presidential Program on training managers «Marketing».

2003 – 2005. Financial University under the Government of the Russian Federation. Faculty of International Monetary-Credit & Financial Relations. Master's degree in economics.

1999 – 2003. Moscow State Automobile & Road Technical University. Faculty of Economics. Bachelor's degree in economics.

1999. Moscow Secondary School №1290 with Advanced Study of English and a number of subjects.

Work Experience

10.09.2018 – present

JSC “Linde Gas Rus” – business of Linde plc <https://www.linde.com/>

Head of specialty gases sales department

8 subordinate sales managers and 8 customer support specialists

Responsibilities:

- **Sales&Marketing**

- Managing sales of specialty gases: high purity gases, helium, hydrogen, rare gases, gas mixtures;
- Setting monthly and annual sales plans (budgets) and providing their fulfillment;
- Negotiations with key customers, attendance of relevant conferences and summits.

- **Business Development**

- Creating and executing business cases for investments in development of company's services and new products;
- Arranging researches and marketing analyses to find new market areas for company's growth: possibilities of acquisitions and joint-ventures;
- Leading capital projects (both brown- and greenfield): commissioning and commercialization of new helium and hydrogen plants;
- Finding more efficient logistic solutions and package alternatives (cylinders, tube skids, etc.);
- Implementing improvements in business processes (Project Management) such as inner regulations, inter-company policies, pricing strategies, sales analyses and reporting.

Achievements:

- **Sales&Marketing**

- From 2018 through 2021 doubled the sales of specialty gases in Russia and CIS;
- Received an Award 2019 Cluster East “For significant increase of helium sales” - in nomination “Customer-centered approach and Growth”.
- Fulfilled and exceeded annual sales plans in every year of my work (2018-2021).

- **Business Development**

- Launched a new trans-fill helium station: started to provide turnkey services for filling of helium to MRI scanners at hospitals, that secured increase of helium sales by 81% in 2020 vs 2019;
- Launched a new hydrogen production: created a customer base of hydrogen buyers from scratch, that enabled to commercialize H2 production and double the sales from 2018 till 2021.
- Governed smooth transition during merger between Linde and Praxair in 2018-2019;
- Received Linde Gas Rus Leadership Award 2022 (with handover of company’s shares).

01.02.2006 – 07.09.2018

EuroChem Group (Switzerland) <https://www.eurochemgroup.com/>

2015-2018 *Head of industrial chemicals sales*

3 subordinate Sales Managers

Responsibilities:

- **Sales&Marketing**

- Sales planning, budgeting and financial reporting - export and domestic sales;
- Business negotiations, attendance of key international conferences, conclusion of the deals;
- Coordination and control on each stage: production, delivery and application of the goods.

- **Business Development**

- Exploring capabilities for growth: expansion to new markets and geographies, provision of new services and turnkey solutions for clients;
- Implementing the most efficient logistic channels;
- Analysis of acquisition and joint-venture opportunities.

2014-2015 *Ammonium Nitrate Sales Manager in Industrial Products Sales Department*

2008-2014 *Chief Expert in Nitrogen Fertilizers Export Department*

2006-2007 *Leading Expert in Nitrogen Fertilizers Export Department*

Achievements:

- **Sales&Marketing**

- Concluded a number of strategic long-term supply agreements that secured 100% of the plant’s production capacity, including the 200 mln. USD-worth contract with the world’s leading mining and infrastructure solutions provider;
- Greatly increased revenue that reached 137 mln. USD (for 500 000 tons of production) in 2017.

- **Business Development**

- Introduced a new high-premium product – porous ammonium nitrate to export and domestic markets (first plant in Russia);
- Expanded the customers base – started the sales to new markets in Africa, Latin America and CIS;
- Developed new logistic channels to the new markets – containerized shipments to Southeast Asia;
- Arranged an acquisition of service blasting company to become a mining solutions provider;
- Received two Letters of Commendation for the significant contribution into the development of MCC “EuroChem” in 2012 and 2018.

2003 – October 2005

Joint-Stock Commercial Bank “AVANGARD”

Expert in Retail Business Development Department

- Developing projects in crediting, additional VIP services and products for cardholders;
- Developing normative and methodological base for retail products (auto-loan, deposits, bank cards).

Knowledge of languages:

English – fluent (Cambridge Certificate in Advanced English №116RU0085007);

German – fluent/ Oberstufe (TestDaF Zeugnis №035255).

Computer literate: confident PC user (MS Office: Word, Excel, Access, PowerPoint, Outlook).

Personal characteristic:

- Goal-driven, - Persistent, but flexible, - Say less / Do more, - Team is everything,
- Negotiations? I enjoy it!