[Vladimir.353693@2freemail.com](mailto:Vladimir.353693@2freemail.com)

Location: United Arab Emirates

**PROFILE**

I am an accomplished, confident and versatile procurement and contracts professional, with extensive experience across a number of industries, including the engineering, Oil & Gas sector, EPC projects, Construction, Chemical plants, Power generation, downstream and upstream sectors and with far-reaching and varied knowledge of procurement, contracts and stock control. I am a graduated Mechanical engineer with original backround in heavy machinery manufacturing for the power, chemical and petrochemical plants with additional commerical education as MBA.

Recognised as a highly focused and committed manager, I am able to develop and maintain strong working relationships at all levels of seniority, both with external organisations and internal personnel, and in turn motivate teams towards the successful execution of shared objectives.

I have got significant experience of procurement, contracts and vendor management and I am flexible on location for my next role worldwide.

I am a CIPS member.

**KEY KNOWLEDGE, SKILLS & EXPERTISE**

* **Results Orientated** – Instils a sense of urgency and a desire to deliver key objectives with a proactive approach to stakeholder and client development. Expertise in product placement and contra partnership agreements.
* **Negotiation** – Effective negotiator who can improve terms without sacrificing product quality, service levels or relationships.
* **Relationship Management** – Builds respect and trust with internal and external stakeholders and colleagues to meet and exceed expectations.
* **Tenacity** – Has the determination to overcome obstacles in order to deliver what is required by the business.
* **Communication** – Influential communicator who adopts style and approach to suit a wide variety of individuals and organisations to gain commitment.
* **Teamwork** – Takes the time to understand individuals in order to create teams where they can play to their strengths. Can leverage teams through motivation and leadership.
* **Development** – Actively supports the personal development of team members by streamlining skills in line with business objectives. Mentors at a senior level and has trained teams globally.
* **Flexible** –Hasworked in a wide range of roles that have had a significant influence on policy and procedures.

**PROFESSIONAL EXPERIENCE**

**Salini-Impregilo S.p.A. October 2016 – up to now**

**Tajikistana**

**Procurement Manager**

**Responsibilities**

**•** Construction of the highest Dam in the world in Tajikistan. Turn-key EPCC project with responsibility for Design, Procurement, Construction and Commissioning. It is government project with value 4 billion of EUR. It is a lump-sum project.

* The project included significant volume of construction works, as well as procurement and commissioning of power equipment, steel structures. Transportation of the equipment is very difficult due to the geographical and political situation around.
* Responsibility for preparation of Procurement plan, establishing of procurement/sub-contracts team and preparation of procurement and contracts project procedures.
* Responsible for pre-order/pre-contract activities, as well as for post-contract phase.
* Expediting and logistics of all procurement activities, preparation of reports.
* Managing of site warehouse activities.
* Management of sourcing, vendor evaluation and Vendor list preparation and refreshment.
* Administration of subcontracts negotiation of sub-contract conditions. Subcontractor evaluation, PQ assessment, award and document review on subcontracting stage. Negotiation of time schedule and prices of subcontracts.
* Tender preparation, tender processing, tender clarification, tender evaluation and recommendations, outsourcing, sub-contracts.
* Principle Contracts preparation, based on FIDIC terms.

**South Tambey LNG (Technip/Chyioda/JGC) January 2016 – October 2016**

**France/Russia**

**Contract & Subcontracts Manager**

**Responsibilities**

**•** EPCC project of LNG plant in Yamal Russia – Arctic environment. Contractor is responsible for Design, Procurement, Construction and Commissioning of three trains for processing of LNG. This job is realized in joint venture with Chyioda Corporation and JGC, where Technip is a leader of the JV. Consortium of Novatek, Total, CNPC and Silk Road Fund China as a Client.

* EPCC Contract is partially LSTK and partially reimbursable ones and represents one of the biggest contracts in LNG area.
* The project included significant civil works volume, gas power station, manufacturing of process modules and auxiliary steel works, complicated transportation, field assembly, pre-commissioning, commissioning and start-up.
* Responsibility for interpretation and all contractual issues due to the Prime Contract and direct managing of Subcontracts, methodology support of Procurement team. Arbitration cases, overall law advising.
* Managing and administration of contractual correspondence, preparation and/or checking of contractually correct letters.
* Administration of subcontracts negotiation of sub-contract conditions. Subcontractor evaluation, PQ assessment, award and document review on subcontracting stage. Negotiation of time schedule and prices of subcontracts.
* Claim management preparation and negotiation, EoT issues and daily contacts with Client.
* Interfaces with construction, engineering, cost control and financial Dpt.
* Support of the site team, co-operation with Cost control and Financial Dpt.
* Co-operation with logistic team for transportation of equipment from Europe, US, Japan and Far East in complicated climatic conditions.
* Monitoring of trends and issuing of warnings – trend alerts for later preparation of Change Orders and possible EoT claims. Analysing contractual risks, risk management.

**Bokhtar Operating Company B.V. (TOTAL/CNPC/Tethys Petroleum Ltd.) December 2013 – December 2015**

**Dubai/Dushanbe, UAE/Tajikistan**

**Procurement & Contracts Director**

**Responsibilities**

* Managing of all procurement and subcontracts activities of JV operator of big Oil & Gas exploration block in Tajikistan. Total value of this project in six years is expected in amount of 700 – 800 millions of USD (until first commercial results).
* JV of TOTAL, CNPC and Tethys Petroleum for exploration and drilling of ultra-deep HPHT gas wells, working under PSA with the government
* Overall responsibility for any subcontracts, procurement and purchasing activities in the frame of BOC from very small items up to the big packages. RFQ’s for different equipment, goods and services, clarification within the tender process.
* Pre-contract and post-contract administration and procedures. Complete negotiation of all contractual conditions.
* Responsible for RFQ technical and commercial evaluation, for tender award recommendations, participation in Tender Committee and for PO/Subcontract preparation
* Identifying of vendors, creating and managing of vendor database.
* Claim management, change management, disputing of the Contracts changes. Risk management, risk mitigation.
* Managing of Procurement and Contracts team
* Contacts with stakeholders, approval procedures
* Continuous evaluation of supplier’s performance and compliance with the contract terms.
* Maintenance and audit of files for each subcontract and PO, contractual correspondence, changes/deviations, amendments, clarifications, payment schedules.
* Responsible for all procurement/subcontract reports, audits and participation in the management meetings

**Orken JSC (ArcelorMittal Group) September 2013 – November2013**

**Temirtau, Kazakhstan**

**Procurement Manager - interim**

**Responsibilities**

* Managing and supervising of Procurement team of Iron ore mines.
* Preparation of RFQ’s for different packages, issuing of RFQ, evaluation of proposals.
* Commercial negotiation of all contractual conditions.
* Identifying of vendors, creating and managing of vendor database.
* Claim management, change management.
* All the activities for various projects and locations

**UNA E&C (UnaOil Group) March 2013 – July 2013**

**Dubai, UAE**

**Senior Procurement Specialist & Contract Administrator**

**Responsibilities**

* Preparation of Contracts, Contract conditions negotiation, final issue of Contracts. Mostly smaller OIL & Gas EPC subcontracts in amount of 30 - 40 millions of USD. Co-operation with Foster Wheeler and Rolls Royce. All contracts in accordance with FIDIC terms. Onshore and offshore projects.
* Preparation of RFQ’s for different packages, issuing of RFQ, evaluation.
* Identifying of vendors, creating and managing of vendor database.
* Site procurement and subcontracts in the south Iraq – Basrah Area.
* Maintain an audit file for each subcontract that includes original subcontract, all correspondence, changes/deviations, amendments, clarifications, payment schedules. Maintain an audit file for each contract which will include original contract, all correspondence, changes/deviations, amendments, clarifications, payment schedules
* Ensure that subcontractor is in compliance with legal requirements, owner specifications and government regulations
* Oversee the preparation and revision of contracts that involve the purchase of sale of goods and services.
* Quantity surveying for the dedicated projects in accordance with subcontracts and company policy.
* Claim management, change management, contract administration, risk analysis, risk management.
* All the activities for various projects and locations

**Consolidated Contractors Energy Development (CCC Group) October 2010 – May 2012**

**Sultanate of Oman**

**Procurement and Contracts Manager**

**Responsibilities**

* Procurement and Contracts Manager for operator of two blocks in Oman, in a joint venture with Mitsui and Tethys Oil. Value of all projects represented around 200 million of USD. Under PSA agreement with Government (MOG). Onshore and offshore blocks.
* Managed the EPC project for two units of Early production facilities – separation units and 120 km of pipelines (Sour gas environment), and the procurement and subcontracts backing for the drilling and exploration department. EPC project was realised in time and with significant saving with very small team of local employees – totally six team members.
* Additional activities , covered by the same team, was for procurement of all casing, piping, wellheads, chemicals, rig and all the other services for very wide drilling activities.
* Preparation and implementation of procurement procedures, procurement plans and strategy.
* Sourced a number of packages and bulk materials for the project including main processing equipment, process pipes (130 km), generators, pumps, valves, piping, engineering and installation, ICS, telecoms equipment, drilling and seismic evaluation tools, casing, rigs, and chemicals.
* Pre-contract and post-contract administration and procedures. Change orders, claims procedures and negotiation, EoT cases, risk management.
* Identified potential suppliers and checked abilities using RFI forms and on-site visits, creating the vendor list and evaluating the overall performance of suppliers.
* Prepared tender RFQ packages, checking all respective documents and providing the proper timing for all procedures.
* Responsible for RFQ technical and commercial evaluation, for tender award recommendations and for PO issue.
* Accountable for rental and technical assistance contracts including all service procurement and contracts activities.
* Prepared contract packages for negotiation with awarded vendors, working with the legal department.
* Held detailed commercial negotiations with suppliers.
* Continuous evaluation of supplier’s performance and compliance with contract terms and FIDIC terms.
* Awarded contracts post administration and handled claim management, the change management of all contracts and EOT procedures.
* Responsible for logistics and material control.
* Quantity surveying of construction works in frame of EPC contract, verification of realised works, invoices approval.
* Managed the team of buyers, expeditors, quantity surveyors and material controllers.
* Responsible for all procurement reports, audits and participate in management meetings.

**PROTECH Engineering (Czech Republic) 2006 – 2010**

**Procurement and Contracts Manager**

**Responsibilities**

* Dealt, as a sub-contractor, with EPC projects for Oil & Gas projects and refineries. Management of smaller projects up to 60 million USD worldwide, in former CIS countries, as well as in the Middle East.
* Power projects – CCPP plants in cooperation with Dutch company. Tank farm of Thermal power station in Turkey.
* Direct procurement of key materials for manufacturing.
* Responsible for tender prices estimating and proper valuation.
* Maintenance contracts for refineries, frame contracts for design services & spare parts purchasing.
* Responsible for claim management and change order management.
* Provided pre and post award contract support, including providing pre-award recommendation and award support.
* Issued contract documents and handled the associated contract administration including managing on-site contract administrators.
* Accountable for commercial and technical negotiations with suppliers worldwide within the bidding stage, including the clarification of tender conditions and the day-to-day contact with bidders for proper preparation of bids.
* Managed financial negotiations, bank guarantees, advance payments, letters of credit, and budget planning and control.
* My team was able to provide all necessary material and services in proper time and quality. We exceed time schedule and budget for projects very rarely.

**ABB Lummus Global Brno, (Czech Republic) 1996 – 2005**

**Procurement and Contracts Manager**

**Responsibilities**

* Played an integral part in business with responsibility for a multi-billion EPC projects for refineries, CCGT Power plants, PE and PP plants and petrochemical plants. The business served the oil and gas industry, power stations, the LPG industry, and chemical and acid plants. Co-operation with Technip, Foster Wheeler, Shell and Mitsubishi Heavy Industry.
* P & C department was responsible for project procurement for above mentioned projects form bulk material up to the huge technological packages. We provided as well all necessary service contracts on the base of demands from Project management. Within the whole ten years of these activities was P & C department responsible for purchasing and contracting in amount of 3 billion of USD. During of these EPC projects we haven’t any serious problem with exceeding of time schedule, budget or quality.
* EPC project of nuclear power station (Czech Republic). EPC part included Steam turbines, Generators, Pumps, complete technological equipment for secondary circuit, complete electric equipment etc.
* Flue Gas Desulphurisation of Coal Power station in Czech Republic - in cooperation with Mitsubishi Heavy Industry.
* Involved with key projects including those dealing with Coal Power Plants, Isomerisation, PP/PE plants, Visbreaking, Vacuum distillations, Clean fuels, Hydrotreaters, Hydrogen plants, Nitric acid plants, Sulphuric acid plants and Tank farms. Value of these project was between 80 – 300 million of USD. Obviously few projects was running in one time and therefore yearly value represented around 500 million of USD.
* Responsible for the procurement and subcontracts of capital equipment, bulk material and licenses, for some basic design and for the preparation of purchasing plans.
* Pre-contract and post-contract administration and procedures.
* Evaluation, co-ordination and planning of purchasing requisitions, preparation of RFQ documents, performing of technical and commercial evaluation of bid and award decisions including the preparation of vendor lists.
* Accountable for commercial and technical negotiations with suppliers worldwide within the bidding stage.
* Clarified tender conditions and maintained day-to-day contact with bidders to ensure the proper preparation of their bids.
* Responsible for financial negotiation, bank guarantees, advance payments, letters of credit, budget planning, control and evaluation.
* Provided the detailed contract management of all types of contracts for both the pre-award and post-award stages.
* Quantity Surveying of construction works within the EPC contract, verification of realised works, invoices approval, cost management. RIICS methods, NEC contracts.
* Co-ordinated activities, connecting with contract administration, claims management, ICOTERMS and FIDIC.

**Unilever (Czech Republic/France) 1993 – 1995**

**Area Sales Manager**

**Responsibilities**

* Took responsibility for the implementation of products into the wholesale and retail networks.
* Hired and established a team of sales representatives for all groups of products including food, frozen foods and chemistry.
* Created a network of wholesale partners and regularly visited and checked the sales representatives’ activities.
* Launched new products to valued clients
* Embraced and supported the customer’s philosophy and culture to increase sales.

**ZVU (Czech Republic) 1987 – 1992**

**Project Manager**

**Responsibilities**

* Responsible for the production of heavy equipment for oil and gas and petrochemical plants.
* Accountable for the co-ordination of all parts of EPC projects.
* Managed the project process from the bidding stage through to the commissioning and start-up.

**PROFESSIONAL QUALIFICATIONS & EDUCATION**

Master’s Degree in the Managing of Engineering, Technical University in Brno, faculty of Mechanical engineering - Graduated Mechanical Engineer.

MBA in International business, LIGS University Hawaii.

**LANGUAGES**

Fluent in English and Russian, with a very basic level of German.

**IT SKILLS**

Experienced in Windows, SAP, Primavera and MS Office