

VOLODYMYR STETSYK

SUMMARY

Over 14 years of consulting and industrial experience in Europe and Middle East.

Industries: FMCG, retail, energy, process industries, oil and gas, metals and mining, healthcare

Specialties: strategy development and implementation, procurement, managerial consulting, organizational transformation, operational efficiency, change management

Development of Comprehensive Study of Underground Gas Storage Facilities in Ukraine

Spend optimization, procurement reorganization and competences development for leading Global and regional process industries Clients with total spend exceeding \$50Bn

Organization and coordination of cross-functional teams covering all core business functions
Implementation of sustainable customer led category management approach in retail

PERSONAL INFORMATION

February 2020 – till now: Vice President for Business Education, Kyiv School of Economics (KSE)

- Planning, organizing, staffing, leading and controlling the existing educational programs
- Development of new products – corporate programs, mid- and short-term programs, research and advisory solutions for KSE Clients
- Actualization of Business Education strategy, leading the Business Education department, development of human resources

September 2017 – January 2020: Senior Implementation Manager at McKinsey & Company

- Operational improvement in production cycle of major Ukrainian Steel Manufacturing Holding
- Comprehensive diagnostics of digital procurement opportunities for major Ukrainian Energy Holding
- Support of major Ukrainian state owner bank in preparation of annual report
- Development of Governance concept for supply chain localization project office in one of the Middle East countries
- Coordination (setting up a PMO structure and identification of risks at early stages) of ~20 streams working on major localization program in one of the Middle East countries
- Comprehensive Study of Underground Gas Storage Facilities in Ukraine including demand for gas storage products in EU; domestic seasonal and strategic demand for Ukrainian storages and international demand for Ukrainian storages
- Analysis of the main challenges, potential demand and developments of the underground gas storage business including interrelations with LNG and their impact on

gas seasonal price spreads and flexibility of supply

- Assessment of strategic options for gas storage assets utilization based on set of probable scenarios including private sector participation, access regimes, capacity products for domestic and international use
- Development of storage ranking methodology based on detailed analysis of economic and strategic criteria
- Daily management of complex, multi-stakeholders' project including collaboration with Governmental executives, top managers of state-owned enterprises and dedicated EU institutions; coordination of work of technical and legal sub-contractors

May 2017 – till now: Lecturer, Advisory Board member of the Center of Excellence in Procurement (CEP) at Kyiv School of Economics

- Lecturing in the Centre of Excellence in Procurement: category management, future trends in procurement, procurement organization, SRM etc.
- Procurement optimization advisory services for State Owned Enterprises
- Coaching and facilitating of the Program students in their transformational projects (final papers for CEP graduates)

September 2015 – September 2017 A.T. Kearney Dubai, UAE. (Manager)

- Spend optimization and procurement reorganization of leading international glass manufacturer in Turkey
- Post-Merger Integration of warehousing operations of leading global beauty manufacturers in Europe (France, Russia)
- Setting up supply chain organization for regional leading provider for healthcare services in Saudi Arabia – transition of 90+ materials agreements from a parent company, coaching of a new supply chain team
- Strategic sourcing of Medical Equipment and Clinical Consumables for healthcare services provider in Saudi Arabia

September 2013 – August 2015 A.T. Kearney Kyiv-Moscow (Associate -> Manager):

- Complex diagnostics of direct and indirect spend categories of a Leading international FMCG company in Eastern Europe, Middle East and Africa
- Sourcing strategies for BTL spend categories for Global FMCG company covering South Africa, GCC, Turkey, Russia and Ukraine
- Procurement reorganization, coaching and Client team development for leading Russian vertically integrated steel holding – covered/supervised 10+ major product categories
- Follow up the execution (PMO) of category optimization initiatives coaching the Client team of 10+ employees

August 2012 – August 2013: Metro Cash & Carry Ukraine (Head of PMO):

- Change management: implementation of customer led category management (CLCM), driving the transformation of buyers to category managers
- Development of categories strategy based on analysis of external (market,

competitors) and internal (customer preferences, financial performance) factors

- Coordination of CLCM cross-functional team of buying, merchandising, own brand, customer target groups managers, marketing, supply chain and store operations
- Review of assortment, merchandizing principles, communication, promotion and supply chain based on analysis of current performance and target strategic picture of the company
- Follow up of execution of the category strategies, evaluation of the achieved results

July 2008 – August 2012: **A.T. Kearney** Kyiv-Moscow (Consultant):

- Procurement reorganization, on site coaching and Client team development for leading Russian steel mill; in 2 waves covered material, equipment and services spend categories
- Retail and steel scrap markets assessment and modeling
- Estimation of core freight turnover industries (coal, iron ore, metallurgy, coke etc.) in Ukraine for transportation company
- Development of sourcing strategies, procurement optimization for leading international FMCG company - Areas: commodities (dairy, sugar); ME&S
- Procurement reorganization for leading Russian coal and mining and energy generating holding – Areas: materials (pipes, cable, electro materials, metals), spare parts and equipment (measuring devices, pumps)
- Commercial and Financial Due Diligence - Areas: Food & Beverage, Pharma, Retail
- Retail and regions anti-crisis researches, regional prioritization strategy development

June 2006 – July 2008: Deloitte & Touché Kyiv, Ukraine (Auditor)

- Audit of financial statements in accordance with International Financial Reporting Standards
- Testing of operating effectiveness of internal control system
- Analysis of cost of sales of production companies during financial due-diligence
- Project management, audit report preparation
- Detailed study and analysis of business cycles

EDUCATION

- Master of Science (Finance) National University of Kyiv-Mohyla Academy (Diploma Paper: “Corporate internal control system: Development and Operations”)
- Sales Management School (Kyiv Mohyla Business School)
- Values and Society seminar (The Aspen Institute Kyiv)

LANGUAGES

Ukrainian – native; Russian, English – fluent