



OLGA LAKOMCHENKO

Business Development Manager, Account manager

10+ years of experience in investment, construction, legal work and business development processes. Start-up businesses, international expansion, product testing, building relationships with market and customers.

ABOUT ME

Passioned to solve ambitious tasks. Being in constant development of myself, quickly absorb new information. Highly esteem the human aspects of a business, therefore constantly make sure that it achieves its main goal - profit and development. Committed to the company I work for. Responsible attitude to the assigned tasks. 36 years old.

Contacts

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HOBBY

Tourism (professionally)
Foreign languages
Trips and Journeys
Archery
Bicycle

EXPERIENCE

P&T Advisors Ukraine (investments, corporate law, mergers and acquisitions), lawyer

Odessa, Ukraine, 2006 — 2007

- Involved in coordination of parties in deals regarding corporate law, mutual investment projects. Prepared contracts and negotiated the best conditions for agreements.

Rompetrol Ukraine (fuel and refinery), lawyer

Odessa, Ukraine, 2007 — 2008

- Prepared supply contracts, legal documentation for company investments, fulfilled analyses for land under investment projects.

ADEPT GROUP (EPC and EPRC contractor in grain infrastructure), from lawyer to general manager of Russian branch

Odessa, Ukraine, 2008 — 2009 (lawyer)

- Elaboration of basic forms of EPC and EPRC contracts in grain facilities investment projects, at the beginning of establishment the European Standards of EPC/EPRC contracts in Ukraine. ADEPT GROUP was one of the very first companies on Ukrainian market, that fulfilled turn-key projects for European investors in Ukraine.
- Coordinating legal work along contracts fulfillment.

Rostov-na-Donu, Russia, 2010 — 2022 (Regional director, General manager)

- Responsible for starting up business of ADEPT GROUP in Russian Federation.
- Built up a strong team of professionals based on ADEPT GROUP standards – European quality and customer's service.
- Developed efficient communication with international partners, including manufacturers, financial institutions (in USA, Canada, Italy, and France).
- Developed and achieved realization of PR and marketing activities: promotion of the company, arrange partnership with subcontractors, advertisement through online and offline activities.
- Personally maintained the VIP clients from the initial interest in investments to complete realization of the projects. Including presentation of the company, assistance in acquisition of appropriate land, collaboration of business plans and technology requirements.
- Managed financial, legal, HR, marketing, and sales activities of the company as a general manager.
- Achieved strategic plans of the Ukrainian company ADEPT GROUP in Russia.

EDUCATION

- Odessa National University (Mechnikova)
2002 — 2006, Economics & Law faculty, lawyer
- Odessa National Economics University
2009 — 2010, corporate economics
- Julia Novosad Tourism Academy
2022, professional turagent
(was planning own business in tourism)

SKILLS

- English – Upper Intermediate
- Russian – fluent (native)
- Ukrainian – fluent (native)
- Business development
- Sales B2B, B2C
- Corporate law
- Written and verbal negotiations
- Investments and Construction
- Touristic agent
- MS Office, Adobe Illustrator, Adobe Publisher, Bitrix24

Additionally:

- driver license “B”, 18 years driving experience