



**Curriculum vitae
Europass**



Personal Info

Name / Surname	Alexey Golovin
Addresses	Romania, Kazakhstan
Telephone	
E-mail	
Nationality	Russian
Date of Birth	1988-08-29
Marital status	Married

Professional Experience

Period	December 2016 – Present
Function	Vice-President Strategy&Corporate Development
Employer's name and address	KMG International
Type and field of activity	Oil and Gas Industry
Main activities and responsibilities	Group Strategy development, monitoring and control over implementation; M&A, restructuring projects; Public Affairs and Government relations
Period	January, 2015- November,2016
Function	Director of Department of Overseas refining and marketing
Employer's name and address	JSC „National Company „KazMunayGas“, Astana
Type and field of activity	Oil and Gas Industry
Main activities and responsibilities	Coordination of KMG strategy and activity in downstream sector outside Kazakhstan;
Period	August, 2013- December ,2014
Function	Managing Director Corporate Development and Communication
Employer's name and address	KMG International
Type and field of activity	Oil and Gas Industry
Main activities and responsibilities	-Coordonation of the Corporate Development Department, the Department of intenal and external communications; -Development, actalization and monitoring of the execution of a long-term strategy of the company; -Participation in the implementation of the strategic projects of the company; -Development and implementation of asset restructuring program; -Mergers and acquisitions; -Development and realization action plan to manage external and internal communication
Period	July, 2011- August 2013
Function	Group Corporate Marketing and Communication Director
Employer's name and address	The Rompetrol Group
Type and field of activity	Oil and Gas Industry
Main activities and responsibilities	- Marketing strategy and brand management; - Guardians of brand equity and corporate image; - Media management/deals; - Developing marketing plans; - PR activities, special events, promotional activities; - Internal communication (corporate magazine, Intranet, radio)
Period	November, 2009-July, 2011
Function	Group Corporate Governance Director
Employer's name and address	The Rompetrol Group
Type and field of activity	Oil and Gas Industry
Main activities and responsibilities	- Coordination of legal department' activity (25-30 lawyers, legal advisors); - Drafting and implementation of Company's internal policies and proceduras; - Group's corporate structure optimization; - Maintaining and updating corporate governance framework; - Assurance of effective collaboration between shareholder, Board of directors and executive committees, fairness and transparency of their activities;

Period	August, 2008 – November, 2009
Function	Deputy Director Overseas Projects Management Department at a later date promoted to a Director position
Employer's name and address	JSC "Trade House "KazMunayGas"
Type and field of activity	Oil and Gas Industry
Main activities and responsibilities	<ul style="list-style-type: none"> - General management of the department's activity; - Organization of effective management of Company's subsidiary Rompetrol Group N.V, including financial and operational data analyses, Rompetrol' risk analyses, drafting strategic and business plans of the Rompetrol, alignment of internal Company' policies and procedures in accordance with KMG standards
Period	April, 2007 – August, 2008
Function	Business Development Director
Employer's name and address	«BIPEK LEASING» Ltd
Type and field of activity	Banking
Main activities and responsibilities	<ul style="list-style-type: none"> - Creating effective market growth strategy, preparing company for forthcoming bonds public offer - Provide guidance and work with cross functional teams to execute against product/market milestones; - Management of all customers' communications and scripts - Optimization of company's clients portfolio - Establishing and maintaining networking relationships within the industry
Period	November, 2006 – April, 2007
Function	Senior specialist, Capital Operations and Custody Service Department
Employer's name and address	JSC «ATFBank»
Type and field of activity	Banking&Finance
Main activities and responsibilities	<ul style="list-style-type: none"> - Document preparation for the state registration of bank's securities, reports on securities floatation and bond's redemption; - Document preparation for the listing procedure at JSC "Kazakhstan Stock Exchange". - Working out of the policy for securities floatation, including Initial Public Offer (IPO), and realization of this policy. - Drawing up agreements with the professional participants of the securities market (underwriters, Central Depository, Registrar, Kazakhstan Stock Exchange) and its analysis. - Sustaining of the process of Bank's stocks and bonds redemption - Rendering of service for Bank's clients regarding financial consulting in a corporate finance field: - Consulting regarding state registration of Bank client's securities issue; - Documents preparation for the listing procedure at JSC "KASE" and other stock exchanges; - Drafting the investment Memos for forthcoming bonds issue; - placing Client's securities at the foreign stock markets.

Period	May, 2000-November, 2006
Function	Lawyer, at a later date promoted to an executive Director position
Employer's name and address	"BONA FIDE Law Company"
Type and field of activity	Legal Consultancy
Main activities and responsibilities	<ul style="list-style-type: none"> - General management of company's activity, hiring and candidates interviewing, carrying on negotiations with company's partners and clients common administrative capacities; Drafting and legal analysis of the following contracts: international and domestic sale contracts, leasing contracts, freight – forwarding services, construction contracts, development works, bank guarantees, mortgages, credits, loans, rents, contracts of particular partnership, commission, assignment contracts and etc; - Full legal support of investment/construction activity: drafting and legal analysis of planning, investing, works contracts. Dispute settlement between customer, general contractor and subcontractor; Consulting clients on various matters related to banking services (products). Legal analysis of drafts of credit and mortgage contracts. Participating in negotiations with banks regarding bank loan contracts. Consulting clients on investment aspects, structuring transactions, drafting contracts, participating in negotiations and issuing legal opinions; - General corporate issues: assistance in selection most suitable form of conducting business in Kazakhstan, drafting all necessary legal documents for creation, reorganization, liquidation (termination of activity) of legal entities and their structural divisions, drafting articles of association (charters) and other documents required for registration, full legal support in conducting general meetings of shareholders (participants), boards of directors and management boards, reorganization and liquidation of companies, providing counsel on protection of shareholders rights, etc; - Drafting license agreements and assignment contracts for industrial property objects and their registration at the Committee for the Intellectual Property Rights of the Ministry of Justice of Kazakhstan; - Drafting litigation documents for (applications, statements of claim, complaints, petitions, responses, objections, agreements, etc.); <p>Representing clients' interests in the courts of all instances (levels) and during recognition and enforcement procedures</p>

Period	1997-2001
Function	Legal Adviser
Employer's name and address	«Giasint - Rahat» Airline
Type and field of activity	Oil Production
Main activities and responsibilities	Representing Company's interests in UAE, business contacts with Company's clients and partners in UAE, oral and written advises regarding different legal issues, drafting and legal analyses of contracts, etc.

Education and training

Qualification / Diplomas University / Institution	Executive MBA ESSEC University – Mannheim (2011-2013)
Qualification / Diplomas University / Institution	Financial Management - Diploma with Honors University of International Business (UIB), joint MBA programme with MIRBIS Business School, Moscow, Russia. Specialty (2005 – 2008)
Qualification / Diplomas University / Institution	Pre - MBA program UK, Oxford (2000)
Qualification / Diplomas University / Institution	Diploma in Law Higher Law School "Adilet" (1995 – 1999)

Personal capabilities and competencies

Mother Tongue Russian

English

Bulgarian

		Understanding		Speaking				Writing		
		Listening	Reading	Conversation		Speech		Express		
	C1	Experienced User	C1	Experienced User	C1	Experienced User	C1	Experienced User	C1	Experienced User
	B2	Independent User		Independent User	B2	Independent User	B2	Independent User	B2	Independent User

Social and managerial skills

- Teamwork;
- Effective interpersonal communication;
- Motivating people;
- Responsible;
- Adaptive;
- Initiative and creative;
- Result-oriented;
- Ability to delegate;
- Ability to concentrate and putting things into perspective

Additional Information

- Good presentations skills;
- Project management;
- Hobbies: travelling, sports, reading

Driving license B