



Igor Seleznev—Russia

Chief Executive Officer в International Business Club MBA

Experience

Chief Executive Officer

International Business Club MBA-Russia

Founder of the International Business Club IBC MBA. At IBC MBA I have been doing strategic planning and tactical management and operational management.

The mission of IBC MBA: to create opportunities and conditions for the success of the members of our club.

Management objectives of the IBC MBA:

1. increase the prestige of the MBA education in Russia and CIS
2. PR IBC MBA participants in the public and relevant business circles,

Director of Marketing and Sales Department

The company is a TOP-20 largest IT companies in Russia in the ratings of "Expert RA" and the agency «CNews».

Director of Marketing and Sales. The company I am involved in building a system of B2B marketing and sales. The main activities are:

IT Audit

IT Consulting

IT Outsourcing

Management of IT infrastructure (hardware and software)

Support and maintenance

computing systems;

active and passive network equipment;

telecommunications equipment;

peripheral equipment...

Director of Corporate Information Systems

R-Pro Consulting offers a wide range of services in the following spheres: management and IT consulting including strategic and organizational consulting, business-processes modeling, logistics, corporate planning and performance improvement, implementation of business applications, building, development, optimization and support of IT infrastructure.

The company carries out a complex of services on introduction of the advanced integrated information systems forming the uniform decision...

Head of Development Department

Compass LTD

Compass Ltd. www.compas.ru 70 employees. The Compass Ltd. is one of leaders on software working out in Russia. Is the developer with the same name ERP systems. The company renders following services: sale of licences on ERP system "Compass" and its separate modules (CRM, HRM), introduction and system service, working out of specialized software products and branch decisions for operation of

business. I participated in developing of sales department. The Compass participated

Head of Sales Department

Centecgroup («System» Ltd.) www.centecgroup.ru 50 employees. Automation of engineering systems of objects of the real estate. «Smart house» systems, security-firemen of system, management of engineering systems: ventilation and air-conditioning, management of a climate and light, multimedia, Hi-Fi&Hi-End systems. I organized work of sales department "from the scratch" (retail and active sales). Has generated

client base of department of sales. Conducted marketing researches of the market...

Branch Manager

«Technology of business» Ltd. www.tbs.su 30 employees. Information-communicative technologies, consulting. Has developed the project Charter (standard PMI). Has organized work on hiring of experts for participation in the project. Has made successful start-up the project on introduction of electronic document circulation at the enterprise of the customer (200 workplaces). Has organized work with regional (Volga region) Commercial and industrial Chamber and the Business incubator. **Head of**

Development Department

Production and Commercial Enterprise «Resource» Ltd. www.resursltd.ru 300 employees. Production and distribution of building materials.

I organized work of development department and project technical group "from the scratch". Realized successful and complete projects introducing new branches into trading matrix of our company, brought these branches to planned performance.

Development Director

«KliF», Ltd. www.klifdoors.ru 30 employees. Production and distribution of hardware, security systems. Developed business processes (B2C, B2B, B2G) and company development strategy. Organized new business branches (distribution, security system). Due to my work company's profit raised up to 60% in the period of 12 months. I was in charge of 8 employees.

Education

Moscow Business School

Master of Business Administration (MBA) Development and implementation of Sales Technology

Activities and Societies: www.ibcmba.com

Saint-Petersburg Institute of Trade and Economics

Economics and Management in organizations Trade and Economics

Activities and Societies: Diploma, honours degree