

Vladimir P. Klepikov

Experience 2015

SRI HSE, Moscow, Russia, Professor of the Logistics chair

2008-2015

SPLAV-INVEST LTD, Moscow, Russia - Chief Operations Officer

- Worked out the logistics section in the investment project on construction of a new metallurgical mill producing 1.2 million tons per year at Beloretsk (Bashkortostan). The volume of investment is \$800M. The commencement of construction works have begun in 2013.

<http://ibeloreck.net/video/kompleks-belstal.html>;

- Implementation of the logistic projects for the company “En+”.

1994 – 2008

Multimodal Center , Moscow, Russia – Chief Operations Officer

- Elaboration of the project on transport reconstruction of metallurgical mill at Beloretsk, Development of the complex investment projects for Beloretsk mill product. The invested amount is \$190M;
- Implementation of the logistic projects for domestic companies: Beloretsk, Chelyabinsk, Cherepovetsk, Orsko-Halilovsk metallurgical combines, Magnitogorsk, Revdinsk production plants, group of companies MAIR, TogliattiAzot, Caustic at alias. And as set of similar projects of foreign firms: Posco, Sitco, Ender, Erfer, Stemcor, VA Intertrading, Daewoo, Siemens at alias , increasing the total revenue of these companies by more than \$50M per annum;
- Exceptional rate justification and assignment for the clients by the \$4M per year
- Achievement of favorable decisions in International Courts of Justice by \$1.9M;
- Exercise programs elaboration for project participants of concession projects of the Ministry of Transportation RF, opposing of doctoral dissertations.

1991- 1994

NAVIA-INVEST LTD, Moscow, Russia - Deputy General Manager

- Monitoring transport service market, development the projects of foreign investment in programs of domestic mills, elaboration and realization of multimodal transport projects, increasing annual company revenue by 40%;
- Implementation of investment projects of Chelyabinsk and Beloretsk integrated steel works on CIF terms, decreasing overall production costs by 5%.

1988 – 1991

NAUKA LTD, Moscow, Russia - Director of Transport Branch

- Marketing analysis, development the projects of foreign investment in projects domestic mills, elaboration of estimation procedure of investment in the transport infrastructure, project documentation preparation, increasing annual revenue of consumer firms by 15-20%;
- Risk assessment and risk means elimination in the projects on bulked cargo delivery from Bashkir ORW through the Baltic States. Implementation of investment projects of steel products delivery on CIF conditions, increasing annual revenue by \$2M.

Education 2008

Doctor of Engineering

1973 - 1979

- Moscow physical-technical institute, the faculty of aeromechanic and flying technique.

Additional

Languages skills: English - fluent, German – intermediate.