
Dynargie (international consulting company with H.Q. in Geneva), Country manager (Russia), 2007-2009

- Russian office launch and development
- Business development
- Reporting to shareholders and cooperation with the foreign offices of the company
- Recruitment and development of the Russian office team
- Company operation management
- Sales, negotiations with clients and project management

iKS-consulting, Head consulting and analysis for telecom, 2006-2007

- Consulting projects: marketing, strategy, operations
- New employees development
- PR activities (press, conferences etc.)
- Business development

Prime Consult, Marketing director, 2004-2006

- Prime Consult marketing strategy
- Business development
- PR & Community management
- White papers and Market watches
- Consulting & analytical projects

J'son & Partners, Consultant, Head of Cellular Department, 2002-2004

- Consulting & analytical projects for Telecom companies

Academic experience

National Research University Higher School of Economics (NRU HSE), Associate Professor, Supervisor of minor program track in Entrepreneurship,

Courses:

- Internet Entrepreneurship (MSc, BSc levels)
- Marketing of Innovations (MBA)
- Entrepreneurial Thinking; Train The Tutor (for PhD & HSE professors)
- MOOC Marketing: <https://openedu.ru/course/hse/MARK/>

Page: <https://www.hse.ru/en/org/persons/24114566>

**Lomonosov Moscow State University (MSU), Economic Faculty,
Department of Entrepreneurship, Department of Marketing
Lecturer**

Courses: Marketing, Marketing of Innovations

Education:

2009 - PhD in Economics, Lomonosov Moscow State University,
2004 - MSc with honors in Economics, Lomonosov Moscow State University,
2002 - BSc in Economics, Lomonosov Moscow State University
2016 - Penn State University - fellowship

Language skills:

Russian - native
English – fluent
German intermediate

Membership of Professional Bodies

Member of the Expert Committee for Science & Education, State Duma
Member of the State Diploma Committee, MSU
Member of Expert Committee of Institute for Internet Development

Achievements

“Internet Entrepreneurship” blended course now is implemented in 163 universities across the Russia, more than 800 university tutors trained

The course was awarded the Runet Prize-2016 as the social project of the year

Online course “Marketing” (MOOC at openedu.ru) attracted more than 50'000 participants: <https://openedu.ru/course/hse/MARK/>

Online course “Internet Entrepreneurship” at Coursera (12'000 participants), <https://coursera.org/learn/internet-predprinimatelstvo>

Dynargie Russian office became the 3rd in revenue globally (out of 16 countries) in 1,5 years

Community «Telecom-tusa» that i created in 2005 initially for telecom journalists, analysts and pr-managers moved online to Facebook and now accounts for 17,100 members

Facebook community for marketing professionals «Deti Kotlera» accounts for 1950 members: <https://www.facebook.com/groups/416525081853526/>