



ANTON KOROLEV
MANAGING DIRECTOR

CONTACT

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PROFILE

Professional manager with 14 years of business experience including 9 years in leadership positions up to country and cluster of countries level.- Proven successful track of record across different managerial positions in IT & Energy sectors in international environment

COMPETENCIES

- Develop people
- Manage complexity
- Execute strategy
- Plan for long-term
- Lead cross-cultural, distant, virtual teams
- Develop B2B channels
- Establish customer-oriented culture
- Build up service business
- Persevere under stress
- Entrepreneurial mindset

EXPERIENCE

OPERATIONAL EFFICIENCY DIRECTOR, RUSSIA & CIS

SCHNEIDER ELECTRIC | APR 2015 - PRESENT
INTERNATIONAL PROJECT MANAGEMENT

- Driven efficiency initiative in Russia & CIS
- Best SFC/Sales ratio worldwide after first year

COUNTRY PRESIDENT FOR BELARUS

SCHNEIDER ELECTRIC | AUG 2012 - MAY 2015
GENERAL MANAGEMENT

- Managed all business units in Belarus
- Tripled core business in 2 years

IT BUSINESS VICE PRESIDENT

SCHNEIDER ELECTRIC | JUL 2010 - AUG 2012
SALES MANAGEMENT

- Managed IT business unit in turn in 2 regions: Belarus & Caucasus; Belarus & Kazakhstan & Kyrgyzstan
- Strategy development and execution
- Business restructuring

TERRITORY MANAGER, BELARUS

AMERICAN POWER CONVERSION | APR 2007 - JUN 2010
SALES MANAGEMENT

- Managed the company business on the territory
- Opened office in Minsk, created and trained the team
- First joint office with Schneider Electric in Europe during M&A process

EDUCATION

EXECUTIVE MBA (IN PROGRESS)

KINGSTON UNIVERSITY | 2017-2019

PROFESSIONAL CERTIFICATE IN MANAGEMENT

OPEN UNIVERSITY | 2008 - 2009

BA, MAJOR IN APPLIED INFORMATICS IN ECONOMY

MESI, MOSCOW | 1999 - 2004

PERSONAL ACHIEVEMENTS

- Managed business in 6 CIS countries
- Started up a retail business
- Read at least two books a month
- Participate in half-marathons