Slava Kuznetsov, PhD, PMP

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What I bring to your project

Competencies. 20 years of project work. Journey through all roles: Director, Product Owner, Project Manager, Business Analyst, Associate Professor.

Knowledge. PhD in Project Management. PMP certification plus 21 other certificates.

English. C1 level, confirmed by IELTS 8.0.

Speed and simplicity. Business account in Serbia. Quick hiring.

Results. Some achievements in projects: LTV ↑ 31%, ARR ↑ 66%, NPS ↑ 62%, CR ↓ 79%.

Professional experience

Chief Product Officer, LeadFrog   2021 – 2023

Main achievements:
- Management of a 55-person cross-functional team.
- User base of over 30,000 across 200+ exhibitions.
- LTV ↑ 31%, ARR ↑ 66%, NPS ↑ 62%, CR ↓ 79% and slashing labor efforts by 86%.
- High customer retention rate, with 4 out of 5 clients returning in 1 year.

LeadFrog is an innovative SaaS B2B, B2B2C and B2C service for effective exhibition experience. It is based on PHP backend, Android/iOS apps, and web front-end.

Chief Project Management Officer, Ostec Group   2013 – 2020

Main achievements:
- Coordinated the work of 35 simultaneous investment projects.
- Developed and implemented 350 technical specifications for IT systems.
- Reduced non-targeted investments by 10-fold.
- Trained 150 employees in the basics of project management.
- Implemented PMI methodology, under which 100+ IT projects were completed.

Key projects:
- Developed and launched the ECBMarket service, utilized by 400 electronics manufacturers and featuring approximately 500,000 product listings.
- Developed and implemented a supply management system (SCM) and integrated with the warehouse system (WMS).
- Automated the typical commercial offers and integrated them with CRM.
- Built a corporate internet portal with social and management functions.
- Developed a Balanced Scorecard (BSC) in the areas of logistics, quality, and service.

- Developed and implemented a corporate project management system with the design and management of a Project Management Office, implementation of the project management information system (PMIS), and set up of a monitoring system for key performance indicators (KPI) within projects.

Head of process management and development, Volga-Dnepr Group   2010 – 2013

Main achievements:
- Developed and approved the business process model for the company within 45 days.
- Designed and implemented the Balanced Scorecard (BSC) for 10 directions.
- Incorporated into the key personnel reserve program after working for 2 years.

Key projects:
- Developed a risk management system, including the development of risk classification, safety policy, committees, and department design.
- Designed and implemented the Balanced Scorecard from the department level to implementers, considering the work features of engineering and technical personnel.
- Formalized and optimized the business process model of the company in collaboration with Boeing consultants.

Leading consultant, BDO Unicon   2008 – 2010

Main achievements:
- Successfully implemented major projects worth 2+ million dollars.
- Received a 5 out of 5 grade on a 360-degree rating evaluation from mentor and supervisor, resulting in a promotion based on performance.
- Achieved 100% time utilization throughout the entire period of employment.

Key projects:
- Developed a program to improve the corporate management of Gazprom Germany, including analyzing the external environment and competitors, conducting a SWOT analysis, and optimizing gas realization schemes.
- Developed and implemented KPI and KRI for OJSC Gazprom.
- Conceptualized a project management system for ARMZ Uranium Holding.

Associate professor, MAI University   2006 – 2010

Main achievements:
- Developed 4 courses a on economics and management.
- Trained 150 students per year.
- Published up to 4 articles and scholarly works per month.

Key projects:
- Designed a management program for the development of short-medium-haul aircraft.
- Developed a methodology and evaluated the effectiveness of using ground-property complexes, which led to receiving a grant from the Moscow government and further implementation.

Consultant, Project Practice Group 2005 – 2008

Main achievements:
- Promoted from assistant to consultant within 6 months.
- Managed 4 simultaneous projects due to high productivity.
- Collaborated with representatives of 5 major clients of the company.

Key projects:
- Designed monitoring systems for state programs and priority national projects.
- Developed corporate project management systems.

Education

English Advanced (C1) (IELTS 8.0)

PhD in Economics (Project management in Aviation holding), MAI University

Project Management Professional (PMP Certificate), PMI

Master of Economics and Management (Honours degree), MAI University

Advanced training

20+ courses with certificates: IBM Jira, Data Scientist, Software Development, Risk Management in Developing Projects, Agile, Kanban, Scrum, IT-analytics and administration in 1C:ERP+PM, Programming framework in 1C, Platform 1C: Enterprise 8.2, Time management, Quality and efficiency of processes, Quality audit according to Part-145, Human factor according to Part-66, Requirements EASA Part-145, Strategy development, Project management, Business planning, Portfolios and programs, Requirements PMBoK, MS Project, MS Project Server

Key skills

Software Development, Product Launch, Product Development, Project Management, Business Analysis, University Teaching, Analytical Skills, Planning, Feature Prioritization, Agile Methodologies, Scrum, Backlog Management, Vision Creation, Customer Engagement, Stakeholder Engagement, Scientific Research, Process Analysis, Communication, Cross-functional Collaborations, Requirements Gathering, Technical Understanding, Open-Source Software, Linux, Market Research, MVP (Minimum Viable Product) development, Technical Support, User Experience (UX), Investor Relations, Client Relations, Team Leadership, Conflict Resolution, Decision-Making, Financial Analysis, Budget Management, Resource Management, Quality Assurance, Change Management, Release Management, Product Strategy, Product Lifecycle Management, Innovation Management, Risk Management, Time Management, Vendor Management, Performance Analysis, Continuous Improvement, Feedback Management, Competitive Analysis, Technical Documentation, Coaching & Mentoring