



# Eugene FEDYANIN | 46 |

Experienced C-Level "Hands-On" Business Executive | EMBA

fedyanin.e@gmail.com

+371 29 247 829

<https://eugenefedyanin.info>

Riga, Latvia (EU)



## BRIEF EMPLOYMENT HISTORY

2023 - Current

### BMP GLOBAL FINANCIAL SERVICES

CBDO | INVESTMENT PARTNER

Driving and developing FinTech division, with primary focus on building Payment Systems Solutions, Financial Licensing Services, FinTech consultancy, financial institution partnership and core banking software SaaS solutions. Full sales systems setup and hands-on sales operations, clients relationship. Managing a team of 4, ca. 1 mEur revenue

2020 - 2023

### TONUS ELAST | JSC OLAINFARM | MEDICAL DEVICES & TEXTILE

CEO | Chairman of the Executive Board

Driving from loss-maker to a record-high profits. Full responsibility for medical device (MD Class I) manufacturing company and all business operations. Change management, strategic brand and portfolio architecture design, corporate governance mechanisms and transparency, investment strategy. Managing 200+ People, 10 mEur revenue

2016 - 2019

### ORKLA CONFECTIONERY & SNACK LATVIA

COMMERCIAL DIRECTOR | Member of the Executive Board

Managing domestic, export and retail sales operations, enhancing commercial acumen of the teams and bringing international business management practices and top industry standards on board, post M&A management. Managing 200+ People, 80 mEur revenue

2011 - 2016

### MONSTER ENERGY EUROPE | ENERGY DRINKS

REGIONAL DIRECTOR SOUTH EUROPE

Started in Baltics with introducing energy drink innovation to market, relocated to Poland to put market back on track, after doubling sales volumes, appointed as regional director to Austria, Switzerland, Hungary and Adriatic markets. Managing 10+ People, 16 mEur revenue

2000 - 2011

### NESTLE BALTICS | FOOD, BEVERAGES & INFANT NUTRITION

COMMERCIAL DIRECTOR BALTIC STATES, Member of the Management Board

Started as Head of Representative Office in Latvia, with full commercial, marketing and administrative responsibilities. Having proven track record promoted to Commercial Director position for the region, with country heads reporting to me. Managing 40+ People, 50 mEur revenue

1997 - 2000

### PROCTER & GAMBLE | HOUSEHOLD & PERSONAL CARE

CUSTOMER SERVICE & LOGISTICS MANAGER

From the position of the customer service representative, quickly became valuable contributor to development of business processes, promoted to managerial position with responsibility for Baltics, Belarus & Kaliningrad region of Russia.

Managing 7+ People, 3 mUSD logistics budget under responsibility

## ACADEMIC EDUCATION

2021 | Executive MBA

Quantic School of Business and Technology  
Washington, DC

2003 | MBA

Baltic International Academy, Riga, LV

1998 | BSc Bachelor Degree in Economics

Riga Aviation University, Riga, LV

## LANGUAGES

EN 5/5 RU 5/5 LV 5/5 ES 3/5 FR 2/5

## NON-DEGREE PROGRAMS

Corporate Sustainability, Social Innovations  
and Business Ethics

Non-degree program at Imperial College  
London, UK

Product Innovation Design

Non-degree program at Delft University of Technology  
Delft, NL

2017 | Micro-MBA Leadership Programme

IMD, Lausanne, CH

Innovation Design Thinking

Stanford d.School non-degree program  
Bootcamp @StartupLab, Oslo, NO

Professional Board Member

Non-degree program at  
Baltic Institute of Corporate Governance, LT|LV|EE

Leadership Behavior

Non-degree program at  
London Business School, London, UK

Commercial Selling Trainer

Non-degree program - Trainer Qualification  
by NESTLE, Frankfurt, DE

## INDUSTRY EXPERIENCE AND ROLE FIT

FinTech, Payment Solutions, SaaS, E-Commerce, Medical Devices Manufacturing, MedTech, Food&Beverages, Energy Drinks, Retail, Fast Moving Consumer Goods

CEO, C-Level Executive Board Member, Executive Director, Corporate Level Strategy, International Business Development, International Team Management, Strategic and Operational Sales & Marketing, Portfolio Architecture, Innovation Design and Strategic Innovation Management, Commercial and Corporate Finance, Mergers & Acquisitions, Consulting, Large Scale International Industrial and Commercial Project Management, Logistics & Operations, Digital Transformation