



Eugene FEDYANIN

Experienced C-Level “Hands-On” Business Executive | EMBA

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BRIEF EMPLOYMENT HISTORY

2023 - Current

BMP GLOBAL FINANCIAL SERVICES

CBDO | INVESTMENT PARTNER

Legal FinTech consultant with deep multi-jurisdictional expertise in regulation and licensing across fiat and crypto. Experienced in designing compliance frameworks and securing authorisations. Connects clients to banking/EMI rails and providers, delivering end-to-end, one-stop execution from strategy to go-live. 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 brining 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