



ARTAK MIKAELYAN
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EDUCATION

- THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** **2015-2017 (Philadelphia, PA)**
Master of Business Administration (WG17);
- Member of PE/VC, Finance, Entrepreneurship, Tech, Climbing and Wine clubs
 - Global module “Lessons from Israel’s Innovation”
- SAINT-PETERSBURG STATE UNIVERSITY** **2001-20016 (St. Petersburg, Russia)**
Master of Science, Mathematical Methods in Economics
- Supervised Mathematical Methods working group at regional research conference
 - Won contract to develop financial banking software modelling investment performance
 - Selected among 20+ candidates for one-year salaried position at Russian Academy of Sciences

PROFESSIONAL EXPERIENCE

- SEVERSTAL (LSE listed, \$9bn revenue)** **2017-Present (Moscow)**
Head of Business Model Innovation; report to Board
- Established a new corporate function with comprehensive methodology to generate and execute new business models;
 - Generated portfolio of projects with \$750mln potential across value-chain;
 - Launched SaaS business in the construction targeting 20% share in \$500mln; originated a business case of \$700mln greenfield project
- NLMK GROUP (LSE listed, \$12bn revenue)**
Head of M&A, Strategy and Corporate Development; report to CEO
- Developed M&A process regulation and constant deal flow
 - Led three major M&A projects in MENA/EU/US with total size of \$800mln to the Binding-Offer stage
- CARGILL INC.** **Summer, 2016 (Minneapolis, US)**
Summer Associate, Strategy and Corporate Development
- Developed comprehensive macro analysis framework to select new targets for global expansion in Oils & Fats business
 - Analyzed the competitive landscape in food and ag sector to develop how-to-play strategies in the value-added products
- MUNISTRATA**
Co-founder, part-time
- Co-founded team of 3 programmers in Yerevan (Armenia) to develop online software for US-traded municipal bonds;
- SEVERSTAL NORTH AMERICA** **2008-2013 (Detroit/Moscow)**
- **Director Strategy and Business Development (Reporting to CEO)**
 - **Senior Manager M&A**
 - Built and guided cross-functional team of 5 to optimize capital expenditures, resulting in 10% (\$15MM) savings annually
- Selected Transaction Experience:*
- Sale of Severstal’s \$2.25B North American operations:**
- Coordinated work of advisors and management in disposal of U.S. operations, resulting in high sales price (7x earnings) and fast execution of deal – 6 weeks from start of due diligence
- \$300MM joint venture project with largest Chinese steel manufacturer:**
- Led cross-functional team of 10+ in development and feasibility study of \$300MM steel plant in Detroit, MI; Resolved deal- breakers in technology valuation model and in sales channels segregation
- \$600MM joint venture with Caribbean partners in Trinidad & Tobago:**
- Originated and structured transaction; reported to M&A Committee on project’s progress
 - Orchestrated 4 teams of 15+ (environmental, commercial, financial, engineering) in feasibility study and project development
- Long-term restructuring of Severstal’s distressed assets:**
- Directed 3+ teams in international financial due diligences and feasibility studies in 7+ countries including South Africa, India, Brazil, and Malaysia
- PRICEWATERHOUSECOOPERS** **2005–2008 (St. Petersburg, RU)**
Senior Consultant, Transaction Services

ADDITIONAL INFORMATION

- Community Service: Local representative for RepatArmenia, a nonprofit group
- Interests: Hatha Yoga; traveling (56 cities in 29 countries), history

Professional Experience Summary

- **Transactional experience.** I've been involved in 10+ investment projects around the globe (incl. \$4bn completed transactions in Europe and the United States). As a representative of the most globally renowned steel giants (Severstal and NLMK), I led work streams in all stages of corporate strategy execution – from origination and due diligence to financial closure and post-merger integration activities.
- **Industrial strategy:** As someone whose academic background includes research in IT and astrophysics, I believe that game-changing ideas often come from merging different fields. I dug deep into all aspects of the industry, developing cross-industrial projects and encouraging management to deploy innovative business models to create and capture the value in new ways. As a result, I led or participated in projects relating to new technologies and investments in 5+ countries and led Business Model Innovation department to generate new sources of growth in non-core fields.
- **Leadership.** After originating and leading a \$600 million greenfield project in Trinidad & Tobago, I was the only M&A manager included in Severstal's M&A Committee that reported directly to the CEO and Board members about the status of ongoing M&A/JV projects. Following the completion of the project, I was promoted to a director position in the U.S., where I reported directly to the CEO and had \$100mln P&L responsibility. As part of the management team, I participated in the turn-around and subsequent disposal of Severstal North America, which became the largest deal in the steel industry in 2014. After completion of the MBA program, I held executive positions at two major industrial corporations.
- **Turnover & Restructuring.** Leveraging cross-functional skills and knowledge, I have been involved in few major restructuring projects within Severstal (2011-2013 – restructuring of EU assets); 2013-2015 (successful turnover of Severstal's NA assets); 2017-Present (identifying and unlocking a value potential of non-core or distressed assets). I have been offered to join Mckinsey's Restructuring and Turnover Services at Boston office to work on PE portfolio engagements.
- **Technical/Analytical skills** While working as an auditor and financial consultant at PwC, I mastered strong accounting and analytical skills in audit/due diligence projects and took most of the required exams of Association of Chartered Certified Accountants. The skills I mastered in PwC served as a strong foundation for successful completion of M&A and investments projects at the industry, where I acquired practical skills in enterprise valuation, deal structuring, target screening, and equity research. I further developed my skills attending the Amsterdam Institute of Finance and completing a two-year MBA program at the Wharton School.

I'm confident that I can bring value to your organization, combining my passion, dedication and professional attitude, and I would appreciate an opportunity to interview with you. Should you need additional information, I can be reached at +79175126887 or artakwg17@gmail.com

Thank you for your time and consideration.

Sincerely,

Artak Mikaelyan