

Ilya Rastopshin

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OBJECTIVE

I am focused on business value increase and efficiency improvement by utilizing my successful experience of business development, financial modelling, and sales.

WORK EXPERIENCE

- Feb 2016
till present
- DFI, FINSTAR FINANCIAL GROUP** – New Markets Business Director (Senior Project Manager: 02.2016 - 10.2019)
Achievements (selection):
- Launch of microloan businesses in several countries within Balkan region;
 - Developed framework for inter group daughter company analysis and benchmarking as well as templates for unit economics and client life time value
 - Developed financial models, which were used for business plan approval for Macedonia, Bosnia, Albania, Moldova, Indonesia, Philippines, Malaysia, Vietnam, 3 companies in Russia, India, Kazakhstan and Brasil
 - Completed project for labor productivity and staff reduction in Finstar Financial Group
 - Launched investments' attraction product in Russian daughter company
 - Issuance of 2 bonds for daughter companies at Moscow Exchange
 - Developed and extensively improved country reporting pack, covering financial, sales, marketing, risk, collection, product and other topics
- Mar – Jan
2014 2016
- BEARINGPOINT** – Senior Business Consultant, Financial Services Practice
Sold and completed projects:
- Fraud prevention for the leading Russian retail bank (Top10) with the economic effect of RUB 750 mln within a year
 - Improving efficiency of Top3 insurance company in CASCO segment
 - Improving logistics efficiency for Gold Mining company with focus on cost reduction and fee schedule optimisation
- Dec – Apr
2014 2015
- BEARINGPOINT GERMANY** – Financial reporting, ABACUS/ DaVinci
Implementation of new European Banking Authority reporting forms in ABACUS solution
- Mar – Feb
2013 2014
- BEARINGPOINT** – Business Consultant, Financial Services Practice
Sold and completed projects:
- Improving efficiency of insurance companies (1 within Top10 and 1 within Top20) with economic effect of the 1st project – RUB 90 mln, the 2nd project – RUB 200 mln
 - Microfinance study within 6 counties for the leading Russian retail bank
- Mar – Feb
2012 2013
- BEARINGPOINT** – Business Analyst, Financial Services Practice
Sold and completed projects:
- Merger Support of 2 Banks within CIS region: business plan and financial model of combined bank
 - Mobile Money Research of 30 countries for Large Development Bank
- Mar – Mar
2011 2012
- ING BANK EURASIA** – Officer, Securities Services
Cold calling potential clients offering custody services as well as clients consulting being in tight relationship with other departments (legal, compliance, settlement, etc.) and preparation of newsflashes and newsletters for clients
Achievement: Optimisation of business process for quicker verifying of client instructions
- May – Mar
2010 2011
- UNICREDIT BANK MOSCOW** – Sales and Relationship Management, Global Securities Services
Achievement: Optimisation of custodian's set of documents
- Aug – Apr
2009 2010
- UNICREDIT BANK MOSCOW** – Internal Control, Static Data and Billing, Global Securities Services
Achievement: Invoicing automation for pledges of securities

EDUCATION

Jun 2017	CAMBRIDGE ADVANCED CERTIFICATE	Moscow
Nov 2014	LEAN SIX SIGMA GREEN BELT	Moscow
Jan 2014	HYPERCUBE ACADEMY	Germany
Mar 2013	BE SCHOOL, BEARINGPOINT	Germany
Sep 2011	EDUCATIONAL CENTRE SKRIN – FSFM CERTIFICATE 4.0	Moscow
Jun 2010	FINANCE UNIVERSITY UNDER THE GOVERNMENT OF RUSSIAN FEDERATION Diploma in “Finance and Credit”, Speciality: Financial market and financial engineering	Moscow

LANGUAGES & REFERENCES

- Foreign languages: English (fluent); German (beginner); French (beginner)
- References: Dmitry Kislyakov, CFO of Finstar Financial Group
Giovanni Zucchelli, Partner of Financial Services Practice, BearingPoint