

# Ilya Rastopshin

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## OBJECTIVE

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I am focused on business value increase and efficiency improvement by utilizing my successful experience of financial modelling, business development and consulting. Ready for offers considering financial modelling and other finance areas.

## WORK EXPERIENCE

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Jun 2020 till present	<b>MONEYCAT ASIA</b> – Chief Financial Officer <b>Achievements:</b> <ul style="list-style-type: none"><li>• Monthly reporting pack for investors covering key business drivers and performance indicators</li><li>• Financial plan for business transformation to Installment loan product</li></ul>
Feb – May 2016 2020	<b>DFI, FINSTAR FINANCIAL GROUP</b> – New Markets Business Director (Head of Finance Mar 2018 – Nov 2019) <b>Achievements (selection):</b> <ul style="list-style-type: none"><li>• Launch of lending and fintech businesses at greenfield stage in several countries within Balkan region</li><li>• Issuance of 2 bonds for daughter companies at MOEX</li><li>• Set-up of reporting pack covering financial, sales, marketing, risk, collection and product</li><li>• Developed financial models, which were used in launch / operations for Macedonia, Bosnia, Albania, Moldova, Indonesia, Philippines, Malaysia, Vietnam, 3 companies in Russia, India, Kazakhstan and Brasil</li><li>• Launched investments' attraction product in Russian daughter company</li><li>• Group level performance improvement initiative launch (developed framework for company analysis and benchmarking as well as templates for unit economics and client life time value)</li><li>• Completed project for labor productivity and staff reduction in one daughter company</li></ul>
Mar – Jan 2014 2016	<b>BEARINGPOINT</b> – Senior Business Consultant, Financial Services Practice Sold and completed projects: <ul style="list-style-type: none"><li>• Fraud prevention for the leading Russian retail bank (Top10) with the economic effect of RUB 750 mln within a year</li><li>• Improving efficiency of Top3 insurance company in CASCO segment</li><li>• Improving logistics efficiency for Gold Mining company with focus on cost reduction and fee schedule optimisation</li></ul>
Dec – Apr 2014 2015	<b>BEARINGPOINT GERMANY</b> – Financial reporting, ABACUS/ DaVinci Implementation of new European Banking Authority reporting forms in ABACUS solution
Mar – Feb 2013 2014	<b>BEARINGPOINT</b> – Business Consultant, Financial Services Practice Sold and completed projects: <ul style="list-style-type: none"><li>• 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</li><li>• Microfinance study within 6 counties for the leading Russian retail bank</li></ul>
Mar – Feb 2012 2013	<b>BEARINGPOINT</b> – Business Analyst, Financial Services Practice Sold and completed projects: <ul style="list-style-type: none"><li>• Merger Support of 2 Banks within CIS region: business plan and financial model of combined bank</li><li>• Mobile Money Research of 30 countries for Large Development Bank</li></ul>
Mar – Mar 2011 2012	<b>ING BANK EURASIA</b> – 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 newflashes and newsletters for clients <b>Achievement:</b> Optimisation of business process for quicker verifying of client instructions
Aug – Mar 2009 2011	<b>UNICREDIT BANK MOSCOW</b> – Global Securities Services <b>Achievement:</b> Invoicing automation for pledges of securities and optimisation of custodian's set of documents

## EDUCATION

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

## LANGUAGES & REFERENCES

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