



Kimpaev Kamal

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LinkedIn

San Jose Costa Rica

SKILLS

- Strategic Planning
- Business Operations
- Integrity and Transparency
- Operational Analysis
- Board Oversight
- Strategic Partnership
- Policy Development and Optimization
- Technical Presentations
- Managing Multiple Projects
- Business Process Reengineering
- Workflow Planning
- Managing Revenue Projections
- Financial Management
- Entrepreneurial and Innovative
- Executive Leadership
- MS Office (word, Excel, PowerPoint)

EDUCATION

2018

Master's DEgree, Law
Russian Legal Academy

- During studying wrote 14 scientific works about cybercrimes.

LANGUAGES

Russian: Native language

English:  C2
Proficient

PROFESSIONAL SUMMARY

Seasoned and proactive professional with a unique hybrid skillset that touches leadership, operations management, business development and project management, focused on bringing alignment between departments, determining tools and strategies to grow revenue and prioritizing efficiency and accountability. Offering significant experience applying exceptional planning and problem-solving abilities toward enhancing business plans and day-to-day activities. Results-driven and resilient in developing teams while improving processes and increasing productivity. Bringing solid understanding of industry trends, excellent communication skills, talent for spotting areas in need of improvement and implementing changes with strategic approach.

WORK HISTORY

July 2019 - August 2021

Founder and Financial Director, Federation of Auto and Moto Sports of Dagestan Republic

- Created organization's mission and vision statements for use by employees.
- Developed key operational initiatives to drive and maintain substantial business growth.
- Lead committee meetings discussing budgets and related financial decisions.
- Supervised billing, payroll, month-end, reconciliations, general ledger accounting and numerous other financial processes.

June 2019 - August 2021

CEO, Electron Ltd.

- Cultivated forward-thinking, inclusive and performance-oriented business culture to lead industry in innovation and push progress.
- Built productive relationships with industry partners and competitors to support strategic business objectives.
- Managed partnerships and strategic business relationships by negotiating contract terms and handling conflicts.
- Developed key operational initiatives to drive and maintain substantial business growth.
- In charge of overseeing a group of more than 50 direct subordinates and 400 indirect subordinates.
- Supervised the development of a software system for use in the energy sector and oversaw the construction of a 24 MW solar power plant.
- Devised new promotional approaches to boost customer numbers and market penetration while enhancing engagement and driving growth.
- Employed numerous management techniques in real-world situations while implementing projects to optimize the electricity supply of huge facilities and manufacturers.

- Prepared organization for forecasted demand levels through effective operational planning.
- Identified and capitalized on short- and long-term revenue generation opportunities to maximize bottom-line profitability.

September 2018 - May 2019

Deputy CEO, Electron Ltd

- Directed strategic planning diverse business areas.
- Assessed risk, developed mitigation plans and monitored compliance with established protocols.
- Established and finalized contracts with customers and strategic business partners.
- Interacted with major clients, established business connections with major clients, oversaw client offices, and developed new client acquisition strategies.
- Trained new employees on proper protocols and customer service standards.

April 2018 - August 2018

Head of Regional Branch (Makhachkala Office), Electron Ltd.

- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Developed and executed strategic initiatives to implement key changes and improvements in business development and sales programs.
- Defined and integrated roles, responsibilities and processes for business team and data management organization.
- Developed and implemented value-added strategies to increase profitability, expand market share and cement customer relationships.
- Created strategic and tactical sales initiatives for forward planning to meet key objectives.
- Created vision and provided leadership for targeting larger prospects.

September 2017 - March 2018

Lawyer, SENBA Ltd.

- Prepared and reviewed contracts and other legal documents following applicable regulations.
- Analyzed and applied legal principles and performed legal research to support litigation strategy.
- Negotiated with opposing groups or individuals to reach resolutions, avoid litigation and accomplish goals of clients.
- Developed compliance best practices for company.