Igor Lebedev, PhD, DSc (Eng)

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**Operations Director / COO**

Dynamic and focussed executive with a 20 years history of extensive business management, executing key strategies to expand business development, increase revenue generation, and foster positive partnerships with internal and external stakeholders. Talented top-performer in managing large manufacturing operations of 16 factories and plants, as well as 12k+ staff members. Background includes handling large projects that exceeds 180M, including special telecom and security systems. Fluent in English and Russian.

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| * Operations Management & Leadership
* P&L Responsibility & Reporting
* Innovation & Continuous Improvement
* Procurement & Sourcing Strategies
* Commercial Acumen & Analytical Skills
* Large projects Planning & Management
 | * Strategic Partner Relationships
* New Business Development
* Capital Expenditure & Cost Control
* Communication & Negotiation Skills
* Strong Telecom Engineering background & Maintenance experience
* Strategic Performance Management
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**Professional Experience**

STP INDUSTRIAL PARK (Azerbaijan)

**Operations Director / COO** (2012 to Present)

Guide the successful operations and strategy of 16 manufacturing facilities and plants with 12k+ indirect reports. Report to the Executive Director and act as the most senior board member. Directly supervise ~120 staff, including Plant Directors, Chief Engineers, Heads of Procurement, IT/Telecom, HR, Legal, Business Development and other departments. Direct in the timely and accurate authorization of company’s contracts and projects, while managing strategic relations with key suppliers and partners worldwide. Control an annual capital expenditure budget of 300M+.

* Significantly reduced operational costs by almost 20% due to implementation of Lean Management Systems and manufacturing optimization schemes, increasing shareholders’ income.
* Led the Total Quality Management (TQM) strategy, dramatically improving the quality of products and services and leading to increased revenue by 17%.
* Personally negotiated and secured partnerships with world-class leaders, including Schneider Electric, Fujikura, Huawei, Corning and others.

NESSCO TELECOMMUNICATIONS (UK) CIS Branch

**General Director** (2004 to 2012)

Led the daily operations of an organisation with 85 permanent staff members (300+ employees during larger projects) and an annual budget/revenue of $15M. Maintained responsibility for P&L and identified opportunities to control costs. Expanded awareness of company within the telecommunications market and identified opportunities to boost revenue outcomes. Built and implemented customised business plans. Engaged with internal and external stakeholders, including contractors, technical staff, and procurement teams.

* Personally developed enhanced company’s portfolio, identified new niche markets and products, extending the revenue stream by 25%.
* Implemented key business process reengineering strategies, improving installation and maintenance service and increasing budgeted GP by 8%.
* Established partnerships and secured direct distributorship with renowned manufacturers, e.g. Kenwood Electronics, TDSI, Codan etc.

NESSCO TELECOMMUNICATIONS (UK)

**Regional General Manager (1997 to 2004)**

Held Profit & Loss responsibility for the entire organization, managing capital business expenditure and agreed upon budget parameters. Helped in planning and organizing the organization's activities to achieve targets, while reviewing the current direction and strategy. Developed business plans and prepared comprehensive business reports. Reviewed and edited contracts, agreements and other legal documents.

* Managed key external contractors and suppliers to secure advantageous terms.
* Developed and implemented more efficient sourcing and procurement strategies.
* Built and sustained links with other trade and professional associations.

**education**

DSc (Engineering), Doctor of Technical Sciences, Telecoms Engineering, 1996

**Naval Scientific Institute, Moscow, Russian Federation**

PhD (Engineering), Radio Electronics and Hydroacoustics, 1989

**Naval Scientific Institute,** **Moscow, Russian Federation**

MBA in Leadership and Business Management, 2018

**EU Business School, Switzerland**

 Master’s Degree, Radio Engineering, Radio-Electronics Officer, 1984

**Higher Naval Academy, St. Petersburg, Russian Federation**