

# RESUME

---

## Oleg Usoltsev

Birthdate:	4 July 1982	Location:	Kiev, Ukraine
Phone:	+38 066 4817054	Email:	<a href="mailto:oleg.usoltsev@gmail.com">oleg.usoltsev@gmail.com</a>
Skype:	oleg.usoltsev	Web:	<a href="http://www.fronteza.com/">http://www.fronteza.com/</a>

## Objectives

I specialize in analytics, project management, fundamental research, investment banking, financial services and securities operations. I am looking for the opportunity to join the international or Ukrainian group in the investment banking, the private equity and venture capital, or the management consulting/business development realm to collaborate on the existing and new investment projects, business development opportunities or securities operations on the position of the project/investment manager.

## Education

September, 1999 – June, 2004  
Mariupol, Pre-Azov State Technical University, Chair of Information Science  
Master's Degree in applied mathematics and information science

## Work Experience

*Investment Manager, Limited Partnership*  
*January, 2009 – Present*  
*Business Realm: Investment Management*

The partnership is focused on providing with the value-added investment management, business development and financial services. I have set up business relationships and connections with Ukrainian and foreign companies, business owners and individuals involved in the investment management, the management consulting and business development services.

I decided to run the business in Jan-2009 in order to raise the capital for SME and venture projects in Ukraine and to provide the business development services. To reach this goal I have:

1. Elaborated investment strategy of private equity and venture investments for Ukrainian market (the roadmap) and rationalized the structure of the investment portfolio, based on the analysis of the Ukraine's market opportunities and potential;
2. Adapted the stocks investment approach, to pick up value and growth stocks. To verify it, the approach was used to create the select value stocks portfolio which included stocks traded on NYSE, AMEX, LSE and Xetra;
3. Adapted international environment and global financial market analysis approach, which I use now to identify systemic shock events, their feasible propagation chain and relevant investment opportunities;
4. Based on the analysis of the activities used to overcome the financial crisis 2007-2008 and revive the banking system and real economy, I came up with the operating business model of the organic growth of the investment company, which is based on the synergic combination of hedge fund, private equity fund and investment bank operating models.

*Project Manager, Luxoft, Deutsche Bank Off-shore Development Center*

*September, 2008 - May, 2009*

*Business Realm: Investment Banking*

I managed and worked as a senior business analyst in the following projects:

1. OPAL Data Warehouse was built to consolidate and store trades data from the front-end systems and third-party post-trade pre-settlement systems for future analysis of the trade lifecycle. Data from the data warehouse is supplied to the IBM Cognos BI;
2. OPAL Business Process Management system was built to automate, monitor and analyze client issue resolution workflows. Comprehensive reporting functionality was built on top of the system to generate reports on the issue management efficiency.

*Senior Business Analyst, Luxoft, Deutsche Bank Off-shore Development Center*

*May, 2007 - August, 2008*

*Business Realm: Investment Banking*

I managed and worked as a senior business analyst in the following projects:

1. OPAL Client Relationship Management system is used by 1500+ business users all over the world to track and efficiently manage client issues, and to support their trading activities. It included the comprehensive workflow management component to manage the issue resolution processes;
2. OPAL Data Warehouse was built to consolidate and store trades data from the front-end systems and third-party post-trade pre-settlement systems for future analysis of the trade lifecycle. Data from the data warehouse is supplied to the IBM Cognos BI;
3. OPAL Business Intelligence system was built to slice and dice the data stored in OPAL Data Warehouse, to analyze different key performance and risk indicators through scorecards and dashboards. It also included the comprehensive reporting functionality for the OPAL CRM system;
4. Trades Netting system was built to aggregate trades and do buy side against sell side netting. Netted trades are sent to the third-party external system for settlement purposes. It was built to reduce trade settlement costs per client;
5. Fixed Income Trade Settlement system was built to manage fixed income trade flows between front-end, back-end and third-party settlement systems;

My responsibilities were to analyze and negotiate business requirements, to elaborate functional specifications and communicate business knowledge to my tech team. I was also engaged in the project management activities to coordinate the functionality development process and report on its progress to the customer's business team. I also participated in pre-sales with OTP Bank and consulted internal tech teams on the subject of financial and market research automation.

*Business Analyst, Luxoft, Deutsche Bank Off-shore Development Center*

*October, 2006 – April, 2007*

*Business Realm: Investment Banking*

The research production platform was built to support 500+ business users. It provides the functionality to analyze financial and market data and automate the process of creation and publication of research reports. My responsibilities were to analyze and negotiate the business requirements, to elaborate functional specifications and communicate the business knowledge to my tech team. I communicated with business and tech team located in London, New-York and Bangalore.

*Business Analyst, PJSC «Azovstal», Department of Information Technologies, SAP Implementation Office  
July, 2005 – September, 2006*

*Business Realm: Steel Works*

I participated as a business analyst in the following projects:

1. Cost accounting in the Department of Metrology. The project was to elaborate the cost accounting and settlement methodology, and implement it in the SAP R/3 system, the Controlling (CO) component;
2. Cost accounting in the Department of Rail-Way Transport. The project was to elaborate the cost accounting, settlement and planning methodology, and to implement it in the SAP R/3 system, the Controlling (CO) and Project System (PS) components;
3. Optimization of the period-end closing. The project was to implement the period-end closing workflows in the SAP R/3 system, the SAP Schedule Manager, as they were defined by the Department of Accounting Optimization, and support the period-end closing in the system;
4. Integration of the SAP Solution Manager. The project was to roll-out the SAP Solution Manager to manage SAP implementation projects;
5. Human Resources Reporting. The project was to implement reports for the Department of Human Resources in the SAP R/3 system, the Human Resources (HR) component.

*Economist, PJSC «Azovstal», Department of Social Relationships*

*October, 2004 – June, 2005*

*Business Realm: Steel Works*

My responsibilities were to manage contracts (maintenance of the social realm buildings and constructions), plan expenditures in the social realm and to manage relevant investments in the SAP R/3 system.

*Business Analyst / Software Developer, Private Partnership*

*February, 2003 – September, 2004*

*Business Realm: Information Technologies*

I participated as a business analyst and software developer in the following projects:

1. The order management system was developed for the provider of logistics services. The system was used by 5+ users to manage client orders, to control order execution costs and create simple managerial reports with trend analysis features. System was integrated with the 1C system (accounting) to feed it with the accounting data;
2. The order management system was developed for the retail company. The system was used by 10+ users to manage supply orders. The system was rolled out across four distribution branches located in one city. The simple reporting functionality was developed that allowed creating managerial reports. System was integrated with the 1C system (accounting) to feed it with the accounting data;
3. The management information system was developed for the wholesale company. The system was used by linear managers of the company to create financial and warehouse reports. The system was equipped with the dashboard to monitor key performance indicators. The system was integrated with the 1C system (accounting) to feed it with the accounting data.

## **Additional Information**

Language: English (fluent), German (intermediate), French (elementary)

Driver's License: B