

ARTEM TIMOFEEV

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CHIEF EXECUTIVE OFFICER

COMMODITIES TRADING | BUSINESS OPERATIONS | STRATEGIC PLANNING | CORPORATE LEADERSHIP | FINANCE

A global trade, mining, tech, and finance executive who elevates a company's structure and processes for rapid domestic and international expansion. Passionate about building legacy in surrounding business communities as top-level leader who spearheads vision and builds shared, pervasive, and enduring cultures while creating and executing strategic financial plans.

Successful co-founder of multiple tech, mining, trading and manufacturing enterprises with a focus on deeply understanding market and consumer needs, motivations, and behaviors to identify, create, validate, and operationalize businesses that solve customer problems. Outcome-driven and motivated financial steward who accomplishes complex objectives utilizing internal and external resources.

AREAS OF EXPERTISE

Mining and Manufacturing Operations • International Commodities Trading • Elaboration Of Technological and Manufacturing Processes • Financial Management Oversight • Forecasting & Planning • Standard Operating Procedures (SOPs) Creation • Reporting & Analysis • Change Management • Recruiting & Mentoring • Goal Setting & Attainment • Technical Leadership • Policy & Procedure Development • Team Building & Training • Global Expansion Strategies • Business Transformation • Market Trend Identification

PROFESSIONAL EXPERIENCE

THE MST GROUP (Los Angeles, CA + Various Locations: Hong Kong, Switzerland, UK & Cyprus)

2015 – PRESENT

Chief Executive Officer

Drive company's development, expansion and growth toward long-term success through strategic oversight of overseas business functions in Hong Kong and Switzerland. Make high-quality operational decisions, build trusted relations with key partners and customers, and maintain deep knowledge of markets to develop profitable strategies that place firm in a competitive market position. Monitor health and productivity of companies under MST Group umbrella.

- Executed multiple supply and trading contracts in coal, nickel, copper, manganese, crude oil, oil products, metallurgical coke, their derivatives
- Established financial structure that enabled success in creating strategies adaptable to price and cost volatility
- Managed several production facilities as a management contract for several metallurgical and manufacturing plants
- Negotiated multiple trade lines of over \$60M with European banks
- Collaboratively engineered multiple innovative production and manufacturing processes

URAL'S METALLURGICAL GROUP HIGHMETALS KDS (Moscow, Russia)

2011 – 2015

Co-Chief Executive Officer

Directed metallurgical company known as Russia's 2nd-largest nickel producer at 3% of world production with 2 main manufacturing plants, 5K+ employees, and over \$250M in sales. Managed full-cycle manufacturing business including procurement algorithms redesign and new production technologies implementation. Sourced and recruited candidates to build high-performing engineering team. Provided useful technological insights to improve decision-making and strategy execution.

- Transformed underperforming operations to achieve profit and revenue growth goals
- Oversaw group of companies operating with 50 different entities
- Led \$100M innovative heat recuperation system project that reduced cost of production by 30%
- Sourced, managed, and trained engineering, operational management and procurement team members (~50 direct reports)
- Raised \$200M in financial capital from banks through strategic forecasting, budgeting, and annual planning
- Accelerated development and production by introducing automation and disruptive technologies into the production cycle

SCHETOVOD (Moscow, Russia)**2009 – 2011****Founder | Chief Executive Officer**

Identified market need for self-service kiosk utility payment processing stations as a spinoff business of SK Group. Defined roadmap and strategy for long-term vision alignment with day-to-day operations. Sourced and hired high-performing team members and motivated staff for maximum productivity. Created and cared for company culture, managed compliance, defined manufacturing strategies, and created partnerships.

- **Rapidly expanded business to 5 cities in Russia** by developing company from concept to thriving function
- **Optimized manufacturing processes** to effectively regulate spending and effortlessly manage equipment production output
- **Negotiated company's strategic exit** to private equity fund after establishing the company

TODAY'S PRINTER (Tempe, AZ)**2007 – 2013****President**

Capitalized on growing large-format printing market by implementing an industry-leading manufacturing practices. Established credibility within customer base by branding new business as a solution to print-and-ship challenges. Evaluated financial, operational, and sales/marketing structures to plan for continuous improvements and increase in operating efficiencies.

- **Innovated business model for automating large-format printing** process that ensured lower labor costs and an accelerated printing/shipping process that improved customer experience and loyalty to brand
- **Closed a M&A deal** to acquire Las Vegas's largest sign and light manufacturing service company - SignsWest
- **Sold company for significant profit** to Zlux

SK GROUP (Moscow, Russia & Various Locations: Ukraine, Moldova, Serbia)**2006 – 2009****Co-Founder | Chief Operating Officer**

Established Russia's largest payment processing and self-service payment kiosk manufacturing company operating independently within IT, manufacturing and retail market spaces. Planned, developed, implemented, and directed operational function and performance. Served as strategic partner through the development and execution of operating plans and programs.

- **Grew company to a group of companies** operating with 3K employees and over \$50M in sales
- **Established a manufacturing plant** to develop and produce self-service kiosks
- **Raised capital to open 30 additional offices**, earning recognition as the largest self-service kiosk company in the market
- **Oversaw company's investments** in other manufacturing facilities and participated in their growth strategies elaboration
- **Successfully negotiated \$30M investment** from a private equity fund

EARLY CAREER**KOCH SUPPLY & TRADING (Moscow, Russia)****2003 – 2005****Intern****EDUCATION**

REGENT'S UNIVERSITY LONDON, EUROPEAN BUSINESS SCHOOL – **Master of Arts, Entrepreneurial Management**
 MOSCOW STATE INSTITUTE OF INTERNATIONAL RELATIONS – **Bachelor of Arts, International Business & Business Administration**

Professional Development

Economics Summer Session, 2017 – Yale University

Patents

Dynamic, Interactive Segmentation In Layered Multimedia Content - #US11589084B2

Universal Payment System - #2011615597

System for processing of financial transactions - #2096826