

Parkhomenko Lex



ГЕНЕРАЛЬНИЙ ДИРЕКТОР - CHIEF EXECUTIVE OFFICER (CEO), 500 000 ГРН.

🕒 31 березня 📍 Місто: [Львів](#)

📍 Готовий до відряджень: [Київ](#), [Харків](#), [Тернопіль](#)

Вік: 49 років

Режим роботи: повний робочий день, віддалена робота

Категорії: Виробництво, Керівництво, Робота за кордоном

✓ Перебуваю в шлюбі ✓ Є діти

[Увійдіть](#) або [зареєструйтеся](#) на сайті як роботодавець, щоб бачити контактну інформацію.

Досвід роботи

President and CEO

TOPUS INC. (Consulting Services/Legal), Нью Йорк

08.2017 – По теперішній час (7 років 8 місяців)

Обов'язки:

As the owner of an exclusive franchise for company registration and business services in the United States, I was responsible for developing and successfully implementing comprehensive strategies to drive global business growth. These strategies enabled me to reclaim market share from competitors and attract a substantial number of new clients from around the world. To achieve these goals, I effectively leveraged the resources and expertise of four companies located in the USA, the UK, Estonia, and Ukraine.

I conducted in-depth research into the services, business models, and strategies employed by competitors, identifying opportunities to enhance my offerings. By presenting prospective clients with tailored solutions that combined the best practices and most competitive advantages in the industry, I established a strong value proposition that set my services apart in the marketplace.

At TOPUS, our team's strategic approach in business management has led to an impressive 500% revenue increase and a 30% cut in expenses. Our commitment to fostering an open, transparent, and accountable company culture has been instrumental in achieving these results. The strategies we've developed and implemented have not only increased growth by 200% in the year 2022 but have also guided the transformation of underperforming departments.

With an unwavering focus on new business development, my leadership at TOPUS has resulted in significant international market expansion and the establishment of enduring customer relationships. Through executive leadership and employee training, we've established both short-term and long-term financial and expansion goals, steering the company towards a steadfast presence in diverse markets. These experiences underscore my dedication to driving strategic initiatives and organizational excellence in competitive landscapes.

- Developed and implemented strategies driving global business growth.
- Achieved a 500% revenue increase while reducing expenses by 30%.
- Drove a 200% growth in 2022 by overhauling underperforming departments.
- Established short-term and long-term financial and expansion objectives.

- ✓ Є рекомендації з даного місця роботи

General Manager

SBNEO (Real Estate), Суми

10.2012 – 08.2017 (4 роки 10 місяців)

Обов'язки:

- Spearheaded a team of 16 employees at a real estate assessment firm.
- Generated 30% of new accounts each quarter, significantly contributing to annual growth.
- Facilitated new business development by forging partnerships and enhancing existing relationships.

- ✓ Є рекомендації з даного місця роботи

General Manager

NADIYA (Legal Services), Суми

10.2009 – 11.2012 (3 роки 1 місяць)

Обов'язки:

- Oversaw the successful opening and launch of the Sumy branch.
- Transformed the branch into the most profitable one among 15 branches across Ukraine.

- ✓ Є рекомендації з даного місця роботи

Regional Director

Telesystems of Ukraine (PeopleNET) (Telecommunications), Суми

12.2007 – 11.2008 (11 місяців)

Обов'язки:

- Performed project management for the "Telesystems of Ukraine" with a revolutionary 3G cell phone and internet network, promoting CDMA2000 1x EV-DO services.
- Managed the first customer installations in Sumy before the customer services center opened.
- Promoted 3G internet services through dealers and sub-dealers, generating 500% of annual profit and receiving the Award from the general manager for my achievements.
- Supported the development of the largest and fastest cell phone and internet service network in Ukraine.

- ✓ Є рекомендації з даного місця роботи

Country Manager

NETZSCH Mohnpumpen GmbH (Machinery), Суми

08.2004 – 12.2007 (3 роки 3 місяці)

Обов'язки:

- Served as an official representative of a German pumping equipment company's Ukraine operations, Increased sales by +300%.
- Supported market research, environmental analyses, participation in tenders, sales strategy development and product launches around the country.
- Contributed to planning, budgeting, account management and accounts receivable.
- Partnered with major clients, including Tetra Pak Ukraine, Procter & Gamble Ukraine, Svitoch, Torchyn Product, Chumak, Sandora, Vitmark, Nestle and Sun InBev.

- ✓ Є рекомендації з даного місця роботи

Освіта

Erickson Coaching International

Спеціальність: Psychology

повна вища, 05.2010 – 03.2011 (9 місяців)

Українська Академія Банківської Справи НБУ (Суми)

Спеціальність: Менеджмент

повна вища, 09.2002 – 05.2008 (5 років 7 місяців)

Додаткова освіта

- ICF Coach

Знання мов

Англійська - Професійний (експерт), Італійська - Високий рівень (вільно), Українська - Професійний (експерт), Російська - Професійний (експерт)

Додаткова інформація

Знання комп'ютера, програм: Professional

Особисті якості, хобі, захоплення, навички: Auto Racing, Shooting

Мета пошуку роботи, побажання до місця роботи: Мешкаю в США, планую повернутися в Україну.