

CURRICULUM VITAE

Name: EDUARD A. EDOKOV
Address: Apt. 19, 114, Aitiev Str., Almaty, 050096, Kazakhstan
Phone (resident): +7 3272 77-89-78
Phone (office): +7 3272 549-549
Phone (cellular): +7 333 210 7787
E-mail (private): foxxed@mail.ru
Date of birth: November 4th, 1972
Place of birth: Almaty (Alma-Ata)
Marital status: Married, two children



Education Background:

2005

Kazakh-British Technical University (KBTU), Almaty, Kazakhstan
Michael Porter's course: "Microeconomics of Competitiveness"
Kazakhstan-Japan Center for Human Development (KJC), Almaty, Kazakhstan
Course: "Project Management" (Certificate)
AFW Wirtschaftsakademie, Bad Harzburg, Germany
Distance course: "Project Management"

2004

Educational Network (EdNet), CARANA Corp., Almaty, Kazakhstan
Course: "Strategic Management" (Certificate)
TRIZ-CHANCE, consulting companies system, Russia
Topics: "Salary tasks", (Certificate)

1998-2003

Kazakh State National University, Institute of Economics and Law, Almaty, Kazakhstan
Profile: Economics and Management, Manager in Economics

2003

Managers' Training Programme by European Union (TACIS), UK
*Short courses "UK Business Principles", Manchester Business School,
2-month internships in Henderson Grime Associates, Manchester, UK*
Business courses by ECA & IREX
Topic: "Business strategy & Value management" (Certificate)

2002

Pima Community College, Tucson, Arizona, USA
Topic: "American Business Principles" (Certificate)
3-week internships in US hotels and resorts, Tucson, Arizona, USA
Community Connection Kazakhstan by ECA & IREX
Topics: "Management of Negotiations", "Managerial Accounting" (Certificates)
University of International Business (UIB), Almaty, Kazakhstan
Topic: "Business English" (Certificate)

1996-2001

TRIZ-CHANCE, consulting companies system, Russia
Topics: "Staff management", "Methods of getting valuable orders", (Certificates)
INCON company, St. Petersburg, Russia
Topics: "Time-management", "Strong thinking technology: TRIZ, MBTI", (Certificates)
Psychological Agency "Renaissance"
Topic: "Psychology of Sales" (Certificate)
Almaty Society of Consultants for Marketing Economy "KIIT"
Topic: "Marketing Management" (Certificate)
Kazakh Institute of Management, Economy and Strategic Research (KIMEP)
Evening program: Marketing Basic (Certificate)

1987-1991

Technical School of Electronic Equipment, Novosibirsk, Russia
Profile: Maintenance and servicing of flexible automated system (robot-techniques)
Qualification: Technician/Electro-Mechanic

1979-1987

Primary and Secondary school # 55, Alma-Ata

Professional experience:

June 2000 – present

AMG company, www.meeting.kz — The First Meeting Management Company (MMC) in Kazakhstan
The General Manager, owner.
Full complex of activities (strategy planning, operation management, marketing, etc.)

June 1995 – May 2000

ARNA Joint-Stock Company (DUCAT is trade mark now), the first private telephone company, Almaty
Different positions: starting from Manager of PABX Department, then Senior specialist of Marketing Department and Chief of Marketing Department, then Director of the telecommunication business centre and the last position - Head of Marketing, Advertisement and Sale Departments of the Company.
Development of the corporate strategy and the Company tactics
Development of marketing plans, projects, budgets, etc.

August 1991 – June 1995

"Seymar" Concern, "Stolitca" Trust Company, Almaty
Manager of Commerce Department
Sales activity

"Bicom", Multi-profile Company, Almaty
Vice-President for Trade
Sales activity: audio and video techniques, alcohol products, FMCG, etc.

Private entrepreneur activity, Almaty
Sales activity: audio and video techniques, alcohol and tobacco products, etc.

Auto-repairing unification # 1, Almaty
Technician. Industrial robot machine

Languages:

Russian — Native
English — Good

Other information:

Good computer skills:
MS Office package (Word, Excel, PowerPoint, MS Access, etc.), ACT!, Visio Professional, MS Project, etc.;
CorelDraw, Adobe PhotoShop, Adobe Acrobat, WinFax Pro, Macromedia Dreamweaver, HomeSite+, etc.;
Internet browsers (Mozilla FireFox, Internet Explorer, Opera), e-mail clients, etc.;
10-fingers touch-typing (Russian/English).

Hobbies: reading, time management, psychology

Driving License, B category.
Good analytical and organizational skills.
Free to travel CIS and abroad.

Reference letters are available as well.