

Dmitry Merkoev

Phone: +7 (921) 845-75-85
Email: dmitry.merkoev@gmail.com
City: Saint-Petersburg
Citizenship: Russia



Education

High

Saint-Petersburg State University of Technology and Design
5 years education, Economics and Management

Languages

English – Fluent
German – Basic (B1.1)

Work experience

March 2019
— Present

Kiilto, Professional Hygiene and Consumer goods

www.kiilto.com

General Director

Reporting to General Director Europe and Board;

Main responsibilities:

- Heading company in Russia – 1 plant, 2 offices Moscow and Saint-Petersburg, 4 warehouses (totally 90 employees). Turnover 500 MRub;
- P&L operation and cost control;
- Sales and strategy in Russia and CIS development;
- Budgeting (STP and MTP);
- Production supervision, optimizations, 5S, OEE, safety;
- Inventory improvements;
- Costs control;
- Market researches on market shares and strategic plans development;
- Leading activities on sales expansion (Belarussia, Kazakhstan);
- New plant construction activities and licensing;
- Digitalization of the company;
- Marketing and brand awareness activities.

January 2018 —
March 2019

Kiilto, Professional hygiene

www.kiilto.com

Sales Director

Reporting to Sales Director Europe and General Manager Russia;

Main responsibilities:

- Heading sales department;
- Establishing sales strategy on the market;
- New products launches;
- Sales' budget control;
- Sales plan and margin plan execution;
- Cross-functional activities with Technical dept and R&D dept. on tests, new products development;
- Leading activities on market expansion;

- Development of distributors' policy;
- Partnerships with equipment producers and other suppliers creation;

Significant achievements:

- Established department from scratch;
- Sales targets are met and exceeded (15%vs last year);
- Significant margin improvement;
- New procedures for the sales organization established;
- 9 new products are launched on the market (before 5 years no any new products);
- Regions restructuring and optimizations with savings;
- New federal customers are launched;

October 2014 —
December 2017

TI Automotive

www.tiautomotive.com

Commercial Manager Russia and CIS

Reporting to GM Russia and Commercial Director Europe;

Main responsibilities:

- Reporting to GM Russia and Commercial Director Europe;
- Country sales strategy development and leading the sales within Russia and CIS (2 plants);
- Sales budget preparation and defending to European management;
- piece price formation and analysis;
- current business negotiations (price, contracts, etc);
- market analysis and new business wins;
- Launch of new projects, piece price analysis and development;
- Cost optimization activities, cost saving ideas lead;
- Localization of components to increase projects' profitability;
- Tender system organization;
- Economical environment analysis and implementation of a comprehensive anti-crisis plan in an economic downturn;

Significant achievements:

- Company sales increase in the market by 14% over 3 years with a general drop in sales in the industry;
- Production costs optimization with annual savings of more than 120 k€;
- new divisions start up on the Russian market with 20M€ annual sales;
- development and implementation of a comprehensive anti-crisis plan in an economic downturn;
- successfully lead and passed audits ISO 9001, ISO 14001, ISO 16949. Client audits: Ford Q1, VW Level A, Renault level B, PSA 95%
- participated and passed ISO 9001, ISO 14001, ISO 16949 audits;
- Received high achievements at customer audits: Ford Q1, VW Level A, Renault level B, PSA 95%, Nissan ASES level B.

November 2011 —
October 2014

TI Automotive

www.tiautomotive.com

Project Manager

Main responsibilities:

- leading of projects from the RFQ till mass production, budget monitoring;
- RFQ analysis and Project Capex preparation;
- cross-functional team lead, tasks management and supervision, project timelines preparation and tracking;
- creation of the project launch procedures;
- tenders lead and equipment purchases for the projects;
- Engineering changes leading in Russia
- production processes optimization;
- project documents preparation (PPAP package, TPM, Layer audits);er
- trials lead and client audits lead (Nissan, Renault-Avtovaz, VW, Ford, Benteller, PSA, Geely, Great Wall, Daimler)

Significant achievements:

- organization of the new production plant;

- developed and implemented more than 30 procedures, forms and instructions for project launches, including the APQP procedure and engineering changes' procedure;
- Experience of the "under pressure work" and work in the budget/time limits
- Successfully launched the following projects: Nissan Teana, Nissan X-Trail, Nissan Murano, Renault Sandero/Logan, Lada X-RAY, Opel Astra, Chevrolet Cruze, Chevrolet Cobalt, Volkswagen Polo, Skoda Fabia, Volkswagen Jetta, Skoda Octavia, Skoda Yeti, Volkswagen Tiguan, Skoda Rapid, Ford Kuga, Ford Focus, Ford Eco-Sport, Ford Transit, Ford Fiesta, Peugeot 408, Citroen C4, Citroen K0
- several new business wins with ~80M€ sales;
- initiated new customers Geely and Great Wall.

September 2010 — **TI Automotive**

November 2011 www.tiautomotive.com

Logistics Manager

Main responsibilities:

- management of the internal logistics department, development of the department's work procedures, monitoring of expenses within the budget of the department;
- Organization of the warehouse, conditions creation for proper storage;
- production line feeding;
- warehouse optimization to decrease staff;
- transport costs optimization;
- packaging development and optimization.

Significant achievements:

- warehouse staff optimization;
- KANBAN system successful launch from scratch. As the result company achieved OEE effectiveness target and production downtimes;
- launched FIFO and electronic storage system;
- Best supplier award Q1 with Ford Motor Company;
- Case-racks planning, purchase and installation. As a result – warehouse decrease and rent payment decrease;
- negotiations with service companies lead to transportation price optimization and goods consolidation (savings more than 15%);
- inventory days optimization from 60 to 45 days.

10.2009-02.2010 Logistics specialist. Fast promotion to Manager.

November 2009 — **Hyundai Motor Manufacturing Rus**

September 2010 www.hyundai.ru/

Production planning specialist

Main responsibilities:

- organization and planning of the components deliveries according to the production plan;
- suppliers' monthly meetings leader;
- linefeed control and stocks monitoring;
- SAP daily orders;
- optimization of the work stations, storage methods and ways of line feeding;
- new people training;

Start up experience. Actively participated in the plant development. First procedures, first deliveries, trials, cross functional processes. Representative of the plant on the meetings with suppliers. Group leader.

Development training

2019 **Kiilto Highway**

2017 **IATF 16949**

Business consulting group, certificate

2017

German language. Level B 1.1

Goethe Institute

2014

ISO 9001

Certificate

2013

Project management

2012

ANPQP

Renault

2012

AQP System and milestone review

TI Automotive

2012

Formel Q

Volkswagen, Certificate

2011

Lean manufacturing

Kaidzen institute, certificate

2011

ANPQP

Nissan

2009

Economical English courses

Saint-Petersburg State University of Technology and Design, diploma

2008

German language courses

Saint-Petersburg State University of Technology and Design, certificate

Additional information

- Target oriented, responsible, self-motivated and ambitious manager;
- Creative approach, team motivation and strategic planning;
- More than 10 years in different scopes (sales, production planning, logistics, project management, business development, commercial) and wide start up experience
- In me free time I am a cross-fitter, book-reader. Constantly improve myself with different online and offline business-courses;