

Stanislav Smirnov

Vice-President,
International Corporate Banking
AO Raiffeisenbank



Dear Colleagues,

First of all, I would like to thank you for the opportunity to present my nomination to SPIBA FINANCE COMMITTEE. I am very honored and excited to take part in elections. Above all things I would like to emphasize SPIBA's key role in establishing and maintaining dialogue between international business and the State. Such intermediation has been bringing tangible results throughout many years. Besides this SPIBA gives unique opportunity to its members to interchange openly their experience, ideas and challenges. I do not know any other organization in St.Petersburg, which can offer such wide opportunities.

My working experience has been connected to banking sector almost 15 years. All these years I've been supporting numerous international companies throughout their business journey in Russia. We have overcome different financial crises, sanctions and other challenges. At the same time, I believe that my major achievements are the common projects, which we implemented with numerous international companies in Russia. There have been small and large victories together, but all of them are equally important for me.

The Banking Sector is going through digital transformation currently. Moreover, COVID-19 lockdown even enhanced such transformation. Banks had to react rapidly to changing environment by offering new ways of remote interaction between a bank and a customer. This rapid transformation brought completely new customer experience. Besides this, 2020 has demonstrated that those banks, who took the path to evolve from classic bank set-up to new digital ecosystem concept, have succeeded in getting business with new customers. In general, the banking sector moves from old-stylish classic concept to new multitask advisory concept as customers approach banks not only to get basic services, but rather to get answers to their crucial needs.

As a member of SPIBA FINANCE COMMITTEE, I will put my efforts into sharing such important customer experience, creating value for new projects and serving as a guide in financial sector for every SPIBA member.

Thank you!

Stanislav Smirnov

CURRICULUM VITAE

Personal Information

Stanislav Smirnov

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Education

- 2009 – 2010 **MBA**, Graduate Management School of Saint-Petersburg State Polytechnic University;
- 2006 – 2007 **Master of European Business Administration and Business Law, Lund University Sweden**, European Affairs Program;
- 2001 – 2007 **Master of World Economics**, Graduate Management School of Saint-Petersburg State Polytechnic University;
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Professional Experience

12.2016 – current **Vice-President, Corporate Banking International
JSC Raiffeisenbank, North-West Hub**



Awards

2020 – First Escrow Account Real Estate Project Finance in Raiffeisenbank Russia
https://www.vedomosti.ru/press_releases/2021/02/01/raiffaizenbank-predostavil-proektnoe-finansirovanie-shvedskomu-developeru-bonava-na-32-mlrd-rublei

2019 – Deal of the Year Award by Raiffeisen Bank International
<https://www.vedomosti.ru/finance/news/2019/12/23/819394-raiffaizenbank-zabral>

2018 – Best Greenfield Project Financing Deal
<https://asninfo.ru/news/85885-rayffayzenbank-prokredituyet-stroitelstvo-logoparka-pod-peterburgom>

2018 – Best Deal in Agricultural Sector
<https://asninfo.ru/news-partners/164-v-lenoblasti-zapushchen-krupnyy-agroproyekt>

04.2013 – 01.2016 **Deputy Head, International Corporate Banking,
Senior Relationship Manager;
JSC Nordea Bank;**



06.2010 – 03.2013 **Senior Relationship Manager, Customer Team Leader**
JSC Nordea Bank

06.2008 – 05.2010 **Relationship Manager**
JSC Nordea Bank;

Languages

English: fluent;
Swedish: fluent;
