CURRICULUM VITAE

Alexey Makarov

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EDUCATION

2011 - MBA in International Business (full time), MIB School of Management

2007 - Master in Financial Management, Pleknanov Russian Academy of Economics, diploma with honours

2005 – Satakunta Polytechnic University, Erasmus Programme in Business department



Trieste, Italy Moscow, Russia Pori, Finland

Berlin, Germany

Berlin, Germany

Professional Qualifications:

ACCA - Association of Chartered Certified Accountants

ASA - American Society of Appraisers, Business valuation BV201- BV204

PMP - Project Management Professional (in process, exam scheduled)

Additional Information Languages

Russian - native German - B1 English – fluent Chinese - A2

Italian – fluent

Winner of Russian Olympiad in Mathematics

PROFESSIONAL EXPERIENCE

SEFE Group AI Center of Excellence (AI CoE), Leadership Team

Leading the AI CoE at SEFE, driving AI adoption and digital transformation across the organization.

- Steering cross-functional collaboration, integrating AI-driven solutions to enhance operational efficiency, innovation, and decision-making.
- **Defining governance frameworks and best practices** to ensure responsible and effective AI implementation.
- **Engaging with key stakeholders** to promote AI literacy, foster knowledge-sharing, and align AI initiatives with business objectives.

SEFE Securing Energy for Europe GmbH (SEFE)

Senior Manager Transformation Programme

- Driving Innovation Partnerships Programme and AI Center of Excellence initiatives.
- Overseeing Legal Target Structure Programme and Financial Go Live 2024 coordination.
- Setting up reporting standards for Supervisory Board materials preparation and submission.
- Supporting SEFE Portfolio & ESG Strategy and financial modeling with BCG.
- Leading SEFE Group Renaming, ensuring smooth execution across entities.

Gazprom Germania GmbH (GPG)

(Jan 2020 – Feb 2022) **Berlin, Germany**

(3rd Diploma in Siberia and Far East Region)

(Jun 2024 – present)

(Jun 2022 - present)

Asset and Project Management, Senior Manager

- Extensive expertise in Mergers and Acquisitions, Asset Management, Project Management, and Financial Modelling for GPG Group companies and Joint Ventures.
- Execution of a wide range of special projects, utilizing consulting background and experience to tackle complex challenges and deliver results.
- Analysis and presentation of various business cases, providing valuable insights to support informed decision-making.
- Close collaboration with management teams of GPG GmbH and its subsidiaries, preparation of documentation for Supervisory Board meetings, and advising top management on voting strategies.
- Recommendations on shareholder resolutions for subsidiary companies, ensuring alignment with overall corporate objectives.
- Active participation in numerous business restructurings within the GPG Group, driving efficiency and operational improvements.
- Conduct of business valuations to support strategic growth initiatives and M&A opportunities.
- Coordination of international teams across different countries, fostering effective collaboration and streamlined communication on key projects.

Gazprom Germania GmbH

(Oct 2014 – Dec 2019) **Berlin, Germany**

Mergers & Acquisitions, Senior Manager

- Mergers & Acquisitions, business restructurings, asset swaps, and Joint Venture formation.
- Management of various project financing initiatives and in-depth financial modelling to ensure optimal outcomes.
- Oversight of asset and subsidiary management, driving efficiency and alignment with corporate objectives.

- Collaboration with cross-functional teams to execute strategic growth initiatives, fostering innovation and business
 expansion.
- Comprehensive financial analysis to support informed decision-making and identify value-creation opportunities.
- Management of complex transactions, balancing risk assessment with the pursuit of strategic objectives.
- Coordination and communication with international teams, ensuring seamless collaboration and execution of key projects.

EY

(Sep 2013 – Sep 2014) **Moscow, Russia**

Valuation & Business Modelling, Manager

- Led international project teams across Russia, Europe, India, and the UK.
- Managed and mentored financial modelling teams, ensuring high-quality outcomes.
- Oversaw project execution, optimizing resource allocation and client deliverables.
- Developed communication strategies to enhance collaboration across teams.
- Fostered a culture of continuous learning and professional growth.
- Applied advanced data visualization to support decision-making.

PwC Italy

(Sep 2011 – Aug 2013) Milan/Rome, Italy

Advisory Deals, Assistant Manager

- Managed renewable energy and public transportation projects, including public-private partnerships and project finance.
- Led strategic decision-making using financial modelling to support high-impact business decisions.
- Oversaw business valuation and debt advisory, providing critical financial insights.
- Facilitated cross-functional collaboration in a multicultural environment, ensuring seamless execution of renewable projects.

PwC Russia

(Jan 2006 – Aug 2010) Milan/Rome, Italy

Project Finance, Debt Advisory & Business Valuation, from Intern to Assistant Manager

- Project Finance and Public-Private Partnerships, M&A, Debt Advisory, and restructuring projects;
- Business valuation, valuation of intangible assets, valuation of structured products and financial derivatives;
- Development of "Advanced Financial Modeling", "Introduction to Bloomberg" training courses for PwC Staff and its Clients.

ADDITIONAL INFORMATION

Technical Skills

- Full-Stack Web Development: Proficient in HTML, CSS, TypeScript, React, and other frontend frameworks. Experienced in Node.js and backend development, including database management (MongoDB).
- Infrastructure & DevOps: Skilled in server setup, deployment, and Linux administration. Comfortable with cloud services and hosting environments.
- Automation & Workflow Orchestration: Experience with n8n and other automation tools to streamline processes and enhance efficiency.
- Web3 & Smart Contracts: Knowledgeable in blockchain technologies, including Web3 development and smart contract programming using Solidity.
- Software & Tools: Experienced with VS Code, Cursor, Adobe Illustrator, Figma, and other design and development tools
- Financial & Data Tools: Advanced financial modelling and data visualization skills. Proficient in Bloomberg, Capital IQ, Merger Markets, Thomson Reuters.