



Dmytro Kovalenko

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Date of birth: July 05, 1974

AIM

Corporate/Multinational Banking Head, Key accounts/project manager, Head of Customer Success department, Financial Director, CFO, Deputy CFO, Treasurer. I'm Corporate Banker with 25 years of professional experience, with strong focus on international business during recent 14 years. I'm open for challenging opportunities and suggestions related to Corporate Business activity, with focus on such industries: banking, agri-industry, pharmaceutical, Tech/IT, M&M, energy, FMCG and others.

EDUCATION

Kyiv School of Economics, 2015-2017

- MBA degree at Corporate Finance

Dnipropetrovsk National University, Ukraine

Finance and Credit, 1991 - 1996

- Master's degree

EXPERIENCE

March 2007– present *Citibank Ukraine* Kyiv, Ukraine
Senior Relationship Manager, Vice President for local Corporate names, August 2014 – present time

- Managing portfolio of up to 25 local top-tier Corporate relationships, including 7 with credit limits
- Execution of Parent Account Manager (PAM) role in close coordination with SAMs (Subsidiary Account Managers) worldwide.
- Business Credit Officer (\$1mm limit approval authorities).
- **Main Achievements:** attraction of 10 new names (diversified industries), focusing on Tech/IT names during recent 2-3 years that led to significant increase of revenues from this segment; work on several PXF trade financing facilities for top agri-names by participation in syndicates as well as bilateral lending; completion of 2 complex loan restructurings; execution exit strategy for marginal names.

Senior Relationship Manager, Vice President at Global Subsidiary Groups (GSG),

May 2010 – August 2014

- Active marketing calling program for prospect GSG names located through all Ukraine (over 50% based out of Kyiv), structuring banking products, and ownership of each customer's relationship.
- Road shows (with support provided by relevant PAM/RAM teams) to HQs based in Germany, UK and Turkey during 2012-2013yy.
- **Main Achievements:** Managing portfolio for 65 GSG relationships (starting from initially 20 with additional 20 transferred on later stage), 25 of them were acquired as a result of marketing calling program (11 of them during 2011year)

Relationship Manager for Corporate names, March 2007 - May 2010

- Conducting of business negotiations and structuring of banking products portfolio; credit analysis.
- Starting from December 2008 – managing of mixed portfolio with Corporate and GSG names
- Intensive credit portfolio review for local names during 2008-2009yy economic crisis environment.
- **Main achievements:** Joined Citibank as new RM for Corporate Banking with own portfolio starting from nothing. I managed to attract 2 new corporate names and built relationship from the scratch.

March 2005 – March 2007

CMK Corporation

Dnipro, Ukraine

Credit Manager, CFO Associate

- Managing of the Corporation's portfolio (over USD20mm)
- Negotiations with local banks concerning ST credit portfolio; structuring of financing needs for Volnogorsk Glass Works – key asset of the Corporation, being a leader on local glass manufacturing market
- Direct reporting to shareholders of the Corporation.
- **Main achievements:** structuring of relationship with serving/lending banks, increase of loan portfolio for focused business directions of the group; conducted negotiations with several banks and EGAP (Czech export agency) for CAPEX project of Volnogorsk Glass Works.

October 2001 – March 2005

Raiffeisenbank Ukraine

Dnipro, Ukraine

Relationship Manager

- Conducting of market research of regional (Central-East Ukraine) customer's portfolio
- Launching of first international banking franchise in the region
- Active marketing calling on prospect names building customer base from scratch;
- Write up credit applications for initial request / credit review for Credit committee's
- **Main achievements:** managed to attract up to 100 names (predominantly local ones) during 3 years of active calling program

October 1997 – October 2001

Creditprombank (originally subsidiary of Russian Incombank in Ukraine)

Dnipro, Ukraine

Senior Manager, Deputy Head of Credit department

- Attracting of new customers and preparation of credit applications with further presenting at the Credit Committee located in Kyiv.
- 2 employees under my authority.

June 1996 – October 1997

First Ukrainian International Bank

Dnipro, Ukraine

- **Associate at credit department, Corporate Bank** – drafting of credit files for credit manager, analysis of industries, monitoring of credit portfolio
- **Accounting unit** – accounting specialist

TRAININGS

A great deal of on/offline training courses on financial analysis, management, strategy, financial derivatives etc., which were held in Kyiv, Vienna, Moscow, Istanbul and London.

ADDITIONAL

- Languages: English – fluent, Russian, Ukrainian – native,
- Hobbies: playing guitar, reading books, travelling, swimming.
- Marital status: married, 2 children (years of birth: daughter - 2011, son – 2016).