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Languages

Russian (Native or Bilingual)

English (Full Professional) Arabic
(Spoken)

Certifications

Digital marketing

Maksim Barziankou

CEO/Owner

United Arab Emirates

"Impossible is just a big word thrown around by small men who find it easier to live in the world they've been given than to explore the power they have to change it. Impossible is not a fact. It's an opinion. Impossible is not a declaration. It's a dare. Impossible is potential. Impossible is temporary. Impossible is nothing."

-- Muhammad Ali

Experience

EnergyBuild Solutions, FZE, LLC

Chief Executive Officer: Sept 2019 - Present (1 year 11 months)

United Arab Emirates

Trading: lumber and plywoods , main markets are: Middle East, China, India, Southeast Asia, Europe.

19 years experience in wood business, 13 years in Gulf, Procurement Wood agency for timber products (spruce, pine, larch-lumbers, birch plywoods, etc) from Russia , Europe.

-International expansion strategist / Strategic Business Development Consultancy services: Sales/Marketing, Supply Chain Management, creating partnerships in form of joint ventures and etc.

Strong connections with Top decision makers and expertises: timber, steel, construction, green and renewable energy, government agencies.

-Other expertise and connections : innovative renewable energy, technologies for oil and gas sectors, minerals, blockchain

Markets are Gulf region, Russia and CIS, China, India, SouthEast Asia, West-East-South, North Africa, Latin America. Provide fast entering to new markets, creating alliances with key players in the industries.

Creating full solution to any organizations, which seeks to enter/expand to new markets both in sales/marketing and procurement of raw materials and technologies , to optimize their cost and increase efficiency.

-International marketing/sales consultancy

-International construction consultancy

-Power plants solutions: standard and based on biomass, globally

- unique biomass plantation solution for powers plants and industrial use

-Procurement (consultancy) of complete construction projects

Bimad Group

Business Development Consultant

Sept 2019 -till present

Kuwait

Strongwood General Trading LLC, agent of Sveza group In GCC,
Sveza Co, part of Severstal,20 bln hold

Head of Bussiness Development/ Marketing Manager

Jan 2013 - Sept 2019 (6 лет 9 месяцев)

United Arab Emirates, Dubai

Top professional in sales, marketing, strategic sourcing, business development. Specialized in wood-based products (plywoods, softwood, H20 beams, LVL), formwork systems, familiar with a wide range of materials, construction machinery and new technologies required for the construction projects.

Represented some biggest world brands in the industry and made their share in GCC about 85 percent from scratch.

Working directly with a large number of multi-billion projects in UAE on decision-makers level(contractors and consultants)

Direct sales to GCC countries (Saudi Arabia, Oman, Kuwait) Procurement: from Russia, CIS, China

2) Creating and Developing formwork department withing the organization from scratch, constantly adding new profitable business directions.

3) Huge travelling experience to Gulf countries , India, China, South East Asia, North Africa and East Africa.

-Very good knowledge in different commodities trading. Sourcing and Sales.

AllianceRegionSnab

General Manager

Jan 2008 -June 2013 (5,5 years)

Russia

Export of lumbers to global markets. Import of veneers

Independent agent

Purchasing agent: buying logs, sawn timber from CIS to overseas markets

2005 - 2007 (2 года)

Belarus

- sourcing reliable manufacturers mainly for lumbers as well as for other commodities in CIS countries
- bitumen sales to China
- negotiating target prices
- composing contracts
- organizing system of quality control via regional representatives in many regions of Russia
- contracts and logistics handling

Eurobrus LLC

Commercial Director

2000 - 2005 (5 лет)

CIS

- Production and Sales of sawn timber, flooring, wall-panelling for exterior and interior from spruce and pine to global markets.
- selling second-hand wood-working equipment, origin Germany.
- Setting up the company from scratch

TMRO

chief of marketing department

январь 1999 - декабрь 2000 (2 года)

Belarus

chief of marketing department. Marketed various steel made products. Organizing exhibitions, Leading the team.

Education:

American Intercollege, Cyprus/ Russian University

Bachelor degree in BA(general business), Bachelor degree in Commodity Research of Non-Food stuff, Business Administration and Management/ Commodity Research of Non-Food Stuff · (1992 - 1999)

Coach Training Institute, Dubai

Co-active coach (professional life coach), applicable to all areas of the business, sport, and life · (2015 - 2015)

Euro-Asian Social medical institute

Diploma of Education, Moral-Oriented Therapy · (2020 - 2020)