

## Elections for SPIBA Executive Committee

Vladimir Lutkov, head of department of ZAO Konsu SP



Dear SPIBA Members,

It is a big honor for me to stand for the election for SPIBA Executive Committee.

Firstly, some words about my professional activities.

I started to work for ZAO Konsu SP in 2002 as a project manager. In the spring of 2004 I left the company to work for a Russian production firm, where I worked as a Deputy General Director. For one year's term I dealt with production management, search of contracts and arrangement of their implementation and subcontracting.

In March 2005 I was invited to work for ZAO Konsu SP as a deputy head of the legal department, for project work. Presently, I am working as the head of administrative department and continue to manage the projects.

Previously, I worked at a plant (OAO "Kirovsiy Zavod") as a production unit supervisor, then in the State Labor and Social Matters Committee. In the 90<sup>th</sup> I participated in the elaboration of the city program for small business development, was a member of public experts' council of the Mayor and later the Governor of Saint Petersburg representing Kirovskiy district of the city.

The work for Konsu SP is logical continuation of the work of support and development of the business in Russia, but already for foreign companies, Konsu clients.

I have experience of completion of the following works:

1. Management of the administrative department, which includes 10 persons.
2. Project management in the following areas, for example:
  - Consultations and support to customs clearance of goods imported in the area of the Russian Federation.  
For example, dredging operations are currently being carried out in a port in Leningrad Region. I have prepared the documentation and arranged the customs clearance procedure for the equipment imported according to temporary import procedure.
  - Obtaining various permits and licenses for the performance of special types of works, including the supervised ones. For example, about 20 licenses and permits of different type for an American company in Leningrad Region. The duration of operations is about 3 years.
  - Recruiting for the company's needs and the clients, contacts with the governmental authorities concerning work safety, car units' registration and other relevant matters for the foreign companies in Russia.

- Performance of contact operations in production of metal structures for medical equipment for nuclear physics institution. The Siemens project continued for about 3 years in the early 2000 and valued over \$50 млн.

In my opinion, higher technical education and a second degree in psychology combined with the work experience for production facilities and governmental authorities and in business support and development allow me to understand the real specifics of business in Russia. I will be happy to apply these skills and expertise in my prospective activities in SPIBA.

To my understanding, the basic purposes of the work of SPIBA Executive Committee' member are:

1. Attraction of the new SPIBA members. For this purpose advertisement and comprehensive information about the purposes, tasks and possibilities of SPIBA should be used. Development of a systematic approach for work. Competitiveness, attractiveness and business reputation.
2. Study of the needs of the companies – SPIBA members and other business enterprises to offer them services of the association in search of information and problem solving.
3. Cooperation with the governmental authorities concerning consideration of general and individual business matters. Engagement of SPIBA in the methodic, information and practical work.
4. Participation in different business city, North-West Region and Federal associations, including the foreign ones.
5. Creation of business environment in SPIBA, where the members of the association can use each other's services with a discount. Development of demanded sectors. Information support to the members of the association.

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