

## Contact

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[www.linkedin.com/in/dartur](http://www.linkedin.com/in/dartur)  
(LinkedIn)

## Top Skills

Translation  
Farms  
Foreign Investment

## Languages

English, Ukrainian, Russian,  
German, Romanian (Native or  
Bilingual)

## Publications

[http://latifundist.com/dosye/  
alatortsev-yurij-viktorovich](http://latifundist.com/dosye/alatortsev-yurij-viktorovich)

# Yuriy Alatortsev

Managing Director at Titan Machinery Ukraine  
Ukraine

## Summary

- § Managing multicultural teams across Eastern Europe representing world class brands
- § Growing footprint from 1M to 100M turnover
- § Solid track record withing agricultural community in Ukraine
- § Desire for continuous improvement
- § Change yourself, change your company, change the world

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## Experience

### TITAN MACHINERY UKRAINE

Managing Director  
June 2014 - Present  
Kyiv, Ukraine

- § Designing architecture for the Ukrainian dealership (mission, vision, values)
- § Strategic Management of the Company
- § Developing Business Development Plan for the AORs (Kyiv, Vinnytsia, Chernihiv, Zhytomyr, Rivne, Volyn, Odessa)
- § Negotiating Territories (AOR)
- § Adjusting internal processes to the requirements of the world leading farm machinery brands
- § Bringing farm machinery dealership(s) in Ukraine to a new level of service and after sales support
- § Becoming exclusive CASE CE dealer for Ukraine

### Zeppelin Ukraine GmbH

Agricultural Machinery Department Head  
March 2011 - June 2014 (3 years 4 months)  
Kyiv, Ukraine

- § Overall Management of the Department
- § Strategic Management of the Department
- § Developing Sales Plan for the AOR
- § Negotiating Dealership Territories
- § Adjusting internal processes to the requirements of the world leading farm machinery brands

§ Bringing farm machinery dealership(s) in Ukraine to a new level of service and after sales support

World Perspectives, Inc  
Independent Consultant  
2002 - March 2011 (9 years)

Black Sea grains and oilseeds markets analysis

UMECOS B.V.  
Senior Commodity Trader  
March 2004 - June 2005 (1 year 4 months)  
Kyiv, Ukraine

§ Grains and oilseeds origination and procurement in Ukraine, Russia, Bulgaria, Romania

§ Making daily reports on the local grains and oilseeds market situation for the head office

§ Resolving logistical and technical issues in the Black Sea ports

§ Developing logistics delivery chain from the Danube ports and Black Sea

ports within the Black Sea and Mediterranean area

§ Doing market research for specific grains and oilseeds in Ukraine

§ Participation in Ukrainian Grains Association meetings, numerous grains conferences, meeting analytical groups dealing with grains and oilseeds markets

Marsh Europe S.A. (MMC)  
Agricultural reinsurance projects A+ markets  
May 2002 - March 2004 (1 year 11 months)

§ Agricultural commodities, crop and livestock insurance and reinsurance on A + western markets

§ Developing specific insurance products for foreign investors involved in Ukraine's agribusiness

§ Developing state-of-the-art presentations

§ Organising tenders and market research in terms of crop and livestock, PD, TPL, Cargo, etc. insurance/reinsurance

§ Doubled sales per representative from \$5 million to \$10 million.

§ Developed new crop insurance/reinsurance products

§ Serving western banks and Clients for collateralized grain loans

§ Member of the AmCham Ag and Customs and Transport committees

APK-Inform  
International Projects Manager/ Agricultural Commodities Analyst

December 2001 - May 2002 (6 months)

§ Writing Black Sea weekly English language grains and oilseeds trading reports

§ Preparing tailored agricultural commodities market information for western grain traders

§ Developing informational projects

§ Preparing English-language agricultural news digest

§ Participation in numerous conferences, trade shows for grain traders

## Global Ag Management

General Manager

September 1994 - December 2001 (7 years 4 months)

Kyiv

§ General management of a 10,000 ha farm in Ukraine and 1,500 ha farm in Romania

§ Operating grain elevators

§ Managing inputs procurement

§ Introducing no till technology as a pilot project

§ Managing tractor operators teams

§ Arranging grains and oilseeds exports to the Black Sea ports

§ Negotiating farmland rental contracts with landowners

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## Education

Kyiv Mohyla Business School

Master of Business Administration (MBA), Agricultural Business and Management · (2013 - 2015)

Sumy State 'A.S. Makarenko' Pedagogical University

BA, English and German · (1987 - 1993)

Okhtyrka Secondary School, Sumy Oblast, Ukraine

Secondary education, General · (1976 - 1986)