

# Résumé Pavel Pavlov

**DOB:** 20.01.1977

**Place of Birth:** Taganrog, Rostov Region, Russia

**Nationality:** Russian

**Citizenship:** Russian Federation

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## General Information:

*Personality traits:* industriousness, self-discipline, responsibility, ability to take initiative and work under pressure. Ability to maintain friendly relations with colleagues. Sociability.

*Communicative skills:* teamwork skills, solid grounding in negotiating, experience in organizing projects "from scratch".

*Business skills:* strong analytical and organizational skills, ability to solve difficult problems, experience of working with many partners and employees.

## Education:

1993-1998	Taganrog State University of Radio Engineering. Qualification "Economist-manager", specialty "Management"
1998-1999	Taganrog State University of Radio Engineering. Master of Management
2000-2003	Russian Customs Academy. Qualification "Lawyer", specialty "Jurisprudence"
2002	Candidate of Science in Economics
2007	Doctor of Economics
2008	Associate Professor
2010	MBA. Leadership Development Program (Executive Education). Moscow school of management, SKOLKOVO
2012	Doctor of Law
2012 - 2017	Moscow Aviation Institute. Engineer

## Experience and Key Competencies:

12/2015 - until now	<b>Southern Federal University. Director of the Institute of Management in Economic, Ecological and Social Systems:</b> <ul style="list-style-type: none"><li>– Organization and management of educational process and research activities;</li><li>– Organization and management of international activities;</li><li>– Implementation of Lifelong learning programs;</li><li>– HR-management;</li><li>– Director of Master's program "International Business and Law".</li></ul>
05/2014 - 11/2015	<b>Southern Federal University, High School of Business. Head of the International Business Department:</b> <ul style="list-style-type: none"><li>– Design of training and practical educational courses;</li></ul>

	<ul style="list-style-type: none"> <li>– Writing textbooks and study guides, 15 monographs and more than 100 research articles;</li> <li>– Implementation of joint R&amp;D projects with the Financial University under the Government of Russia, etc.;</li> <li>– Development and implementation of corporate education programs (MiniMBA) for leading companies in the Southern Federal District;</li> <li>– Lecturing, analysis of business cases in company development strategy in the face of uncertainty;</li> <li>– Director of Master's program “International business”.</li> </ul>
11/2003 – 05/2014	<p><b>OJSC "Taganrog Aviation Scientific-Technical Complex named after G.M. Beriev ". Deputy Chief Operating Officer – Head of Logistics Department:</b></p> <ul style="list-style-type: none"> <li>– Organization and management of supply chain of the industrial enterprise;</li> <li>– Design of logistics and supply chain management;</li> <li>– Development and implementation of KPI-based system of production;</li> <li>– Implementation of the enterprise e-procurement system (tenders, competitions, auctions);</li> <li>– Budget and procurement plan preparation, execution and control;</li> <li>– Implementation of lean-technology in the enterprise storage facilities, acquisition, storage and delivery of goods and production materials.</li> </ul>
08/2002– 11/2003	<p><b>CJSC "BETA AIR". Head of Contract Department:</b></p> <ul style="list-style-type: none"> <li>– Drafting, signing, and tracking various types of contracts (purchase and sale, lease, research and development, services, etc.);</li> <li>– Formation of contracts and financial records system based on the "one window" principle;</li> <li>– Management of foreign trade activities of the enterprise.</li> </ul>
05/1998 – 08/2002	<p><b>South Regional Customs. Head Customs officer:</b></p> <ul style="list-style-type: none"> <li>– Writing techniques and regulations on the organization of a free warehouse;</li> <li>– Managing the Customs Procedures Department at Taganrog Customs;</li> <li>– Legal support of Taganrog Customs</li> </ul>

**Major publications:**

1. Free economic zones in domestic economical development. Monograph (2005);
2. The specific features of customs and tax regulation in special economic zones. Research article (2009);
3. The second start of special economic zones in Russia. Research article (2010);
4. The modern problems of off-shore zone’s activities. Monograph (2011);
5. The Concept of off-shore zone’s legal regulation. Research article (2012);
6. The contours of Russian anti-crisis Economics. Research article (2015);
7. Supplier Management Improvement in Aviation Industry: A Case Study of Beriev Aircraft Company. Research article (2017).

**Primary R&D:**

1. The mechanism of regional foreign trade activity (2004).
2. Free economic zones in Domestic Economic development (2005).
3. The search of new ways of aviation industry development (2008).
4. The development of the updated Strategy of aviation industry development for 2025 period (2010).
5. Special economic zones in Russia: the problems of legal regulation (2013).

**Teaching lectures and practical courses:**

1. International business,
2. International economic relations,
3. Financial Law,
4. Foreign trade activities,
5. Special customs and tax regulation, etc.

**Sphere of scientific interests:**

1. International business activities and product cooperation;
2. Free economic zones;
3. Off-shore regulations;
4. Supply chain management;
5. Special tax regimes;
6. Globalization of World Economy, etc.