

# OLEG KILCHEVSKIY

## ENGINEERING / BUSINESS DEVELOPMENT / SALES / MARKETING

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United Kingdom

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### PROFILE

**Resourceful, focused, constructive and resilient person. Skilled strategist and negotiator with high level analytical, planning and organisational skills.**

- **13 years of professional engineering experience**

*Design and project management of wide range of building types and structural systems including large-scale complex projects, multi-story medium and high-rise developments; long-span structures and off-site building solutions;*

- **International experience in different climate zones including extreme Arctic conditions**

*Extensive engineering and commercial experience working on an international level;*

- **Strong sales, business development and marketing experience**

*Over 3 years of international sales and business development experience working with a market leading global engineering and manufacturing company, mentored by some of the best business professionals; eCommerce; own business development;*

- **Technical skills / knowledge / strengths:**

- ✓ Proficiency in structural engineering analysis and design  
*Strong knowledge of structural mechanics; broad knowledge of structural engineering theories and methods;*
- ✓ Knowledge of British Standards and Codes of Practice; FM Global standards  
*6.5 years designing timber, steel, reinforced concrete and masonry structures to British Standards;*
- ✓ High level of computer literacy  
*Proficiency in wide range of engineering software and common Microsoft applications; advanced graphic skills;*
- ✓ Off-site construction *Factory pre-engineering of timber frame buildings experience;*
- ✓ Drainage system design *Storm water drainage and sewer systems design experience*
- ✓ Extremely high standards of quality *Perfect quality is what makes me proud of myself the most*
- ✓ Design approach: creative, innovation in everything *High Interest in new technologies;*

- **Project management skills:**

- ✓ Strong Leadership and organizing skills; ability to work autonomously and collaboratively  
*Natural leadership abilities considerably developed during work in Arctic; gained high respect and recognition among construction team workers which is crucial in such hard conditions in order to succeed;*
- ✓ Critical thought and decision-making  
*Ability to structure and present logical arguments, analyse information critically, and make informed decisions;*
- ✓ High-level people skills *Able to see from the perspective of others and care for their welfare;*
- ✓ High-level communication skills  
*Good English Language skills in speech and writing; wide experience with information and communication technologies;*
- ✓ Multi cultural communication skills  
*Experience of working with Russian, Ukrainian, Irish, English, Polish, Finnish and Austrian engineers;*
- ✓ Socio-cultural sensitivity *High ethical standards in relation to professional practice;*
- ✓ Good understanding of economic contexts and business procedures *Business Minded;*
- ✓ Style: flexible *Natural tendencies are people-oriented but would match style to the environment for the best results;*

- **Personal Characteristics:**

- ✓ Analytical, intellectual, ambitious, entrepreneurial, structured, optimistic, creative, responsible
- ✓ All-round self-development is a way of life
- ✓ High moral and ethical standards
- ✓ Highly-motivated and self-organized
- ✓ Easy adaptability to change and ability to function efficiently in unfamiliar settings
- ✓ Ability to learn independently new things quickly and easily
- ✓ Openness and confidence in trying new things; willingness to take risk
- ✓ Enthusiastic about taking up new challenges in life

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## EDUCATION

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- **Poltava National Technical University** (*Full Time*) – Ukraine 1990 – 1995  
**Degree awarded:** Master of Science in Structural Engineering
- **The Open University** (*Distance Learning*) - Ireland 2003–present  
**Degree pursuing:** BA (Honours) Business Studies with Economics  
**Qualification completed:** Certificate in Social Sciences  
**Courses Completed:**
  - ✓ An Introduction to the Social Sciences: Understanding Social Change  
*Concepts of identity, nature, power, globalisation and knowledge;*
  - ✓ Economics and Economic Change  
*Concepts of micro- and macroeconomics: demand and supply, competition, monopoly, strategy, well-being, circular flow income and money, unemployment and inflation, international trade and production, investment, growth and stabilisation;*
  - ✓ Understanding Business Behaviour  
*Concepts of environments, markets, processes, organisations;*

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## PROFESSIONAL EXPERIENCE

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- **Intelligent Engineering** (Gerrards Cross, United Kingdom) Jan 2015 – Present  
**Business Development Manager - Civil Engineering**

**Specialisation:** Design and manufacturing company offering innovative structural materials to a number of industries including construction and maritime

**Key Experience:** Market development for an innovative product and disruptive technology in the construction industry

Responsible for driving forward business development in the UK and international markets. Establishing strategic objectives and developing tactical plans. Managing the sales and marketing functions of the business. Conducting research, monitoring industry trends and analysing markets for new opportunities. Building customer and partner relationships. Technical coordination of projects with consulting engineers, architects and contractors. Preparing and making presentations about the company and products to clients. Creating and negotiating commercial contracts.

- **Big Foot Systems** (Hailsham, United Kingdom) Oct 2011 – Jan 2015  
**Business Development and Sales Manager**

**Specialisation:** Design and manufacturing company developing non-penetrative rooftop support systems for building services and equipment

**Key Experience:** Sales of company's products in Eastern European countries; building and implementation of marketing strategies; development of strategic channel relationships

**Responsibilities and Achievements:**

- Development of company's business interests in East European, Middle Eastern and Asian markets; extensive international travel;
- Market research and analysis;
- Setting up a network of distributors for company's products; specification sales;
- Arranging and conducting meetings at senior managements level; contracts and pricing negotiations;
- International account management; maintaining relationships with existing customers;
- Developing relationships with potential clients, establishing their business needs and developing solutions;
- Development and implementation of marketing strategies;
- Increasing brand awareness;
- Providing advice to customers on technical aspects of company's products;
- Communicating with end customers - architects, engineers, installers;
- Arranging and performing presentations and product demonstrations;
- Marketing communications including development of brochures, marketing materials and website, localisation, PR campaigns, and social media; preparing and taking part in international trade shows events;
- Contributing to the developments of new products, company operating procedures and pricing structures;
- Coordination of quotation and order processing;
- Gained business-to-business sales experience; advanced negotiating and persuasive skills; increased market knowledge; improved communication and presentation skills;

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➤ **OLVIK LLC (Ireland / USA)**  
**Manager / Owner / Founder**

Apr 2009 – Oct 2011

Specialisation: eCommerce company

Key Experience: Development and operation of [OLVIK4Home.com](http://OLVIK4Home.com) online store specializing in products for home and garden

Responsibilities and Achievements:

- Setting up a new company; carrying all business operations;
- Development, design and management of eCommerce website; web development and design; content, graphics, implementation of payment systems, SEO, web research and analytics; software used: Adobe Dreamweaver, Photoshop, Fireworks, Flash; HTML / CSS layout, basic XML, PHP and JavaScript scripting;
- Liaison with suppliers, government agencies and customers;
- Marketing and advertising; Google AdWords, Social Networking;
- Finance and accounting;

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➤ **DJ Fitzgibbon & Company Ltd (Cork, Ireland)**  
**Lead Structural Design Engineer / Civil Engineer**

Aug 2007 – Oct 2008

Specialisation: A consulting firm providing professional engineering and project management services to clients involved in building and construction

Key Experience: Engineering design and project management on a wide range of commercial, industrial and residential projects; steel, reinforced concrete, masonry and timber structures

Responsibilities and Achievements:

- Conceptualized, analysed and designed a range of structural systems for multi million valued projects  
*Structural analysis and design using computer methods and conventional hand calculations; 3D integrated structures modelling of steel and concrete framings of plants and office buildings with finite element analysis, static and dynamic analysis, stability analysis, failure / fatigue analysis; conceptual and alternatives design; preparation of calculation reports; examination of structures on site; liaison with contractors and suppliers; supervising technicians;*
- Leading a design team; planning and managing the design process; supervising the tasks and methods used by engineers and CAD technicians assigned to the project; checking completed projects with regards to compliance with the structural requirements and Building Regulations;
- Project management; working with architects, contractors, clients and government regulatory agencies; scheduling and attending external meetings and ensuring that all structural aspects were coordinated with the other professional teams involved in a project; preparation of tender proposals and planning; reviewing structural works on site to monitor compliance with contract documents;
- Learned a range of new design and analysis software such as Fastrak, TEDDS, S-Frame and WinDes; achieved expert-level of competency with Fastrak; advanced knowledge of Finite Element Analysis;
- Advanced knowledge of hydrodynamics; learned concept of sustainable drainage systems; analysed and designed drainage systems for a number of projects using WinDes; Advanced knowledge of British Standards for steel and RC design, and Factory Mutual design standards;
- Acted in an advisory capacity to Directors on engineering related matters;
- Proposed a number of new structural and drainage design technologies and procedures, which added effectiveness and accuracy to design and achieved significant time savings;
- Designed and developed Drainage Design Guide using MS Publisher 2007;
- Spreadsheet programming: developed a number of comprehensive MS Excel structural analysis spreadsheets and templates;
- On request of directors, analysed current Company's Project Management System and presented a range of ideas for its improvement; developed a range of ideas for improvement of company's intranet content;
- Received a numerous appreciations from directors for efforts and high quality performance;

Some of projects include:

- Two-storey industrial plant in Dungarvan, Co. Cork, Ireland – €25 million project cost; client: GlaxoSmithKline – world's second largest pharmaceutical company; *involvement: 3D Finite element analysis and design of primary steel frame structure, heavy equipment platforms, other elements of frame and in-situ RC floors using CSC Fastrak Building Designer, TEDDS and S-Frame - finite element analysis; simulated and analysed various combinations of static and dynamic loads;*
- Three-storey commercial unit with adjoined two-storey residential unit in Cashel, Co. Tipperary, Ireland; combined steel frame and masonry; *involvement: concept design; steel and reinforced concrete frame alternatives; traditional RC slabs and slim floor structure alternatives; 3D Finite element analysis and design of primary steel frame structure, other elements of frame, masonry part of the building, pre-cast RC floors and roof using CSC Fastrak Building Designer, TEDDS and S-Frame - finite element analysis; foundations design; simulated and analysed various combinations of static and dynamic loads;*
- 2 housing estates (65 and 180no. houses) in Co. Cork, Ireland; *involvement – drainage system design;*
- Opel car showroom in Cork, Ireland - two storey building with associated site development works; *involvement – drainage system design, remedial structural design;*
- Various minor design works including RC earth retailing structures, modification of pharmaceutical plant's structural frame, modification of ware house into recycling process plant, floating dock, preliminary analysis of 54m span industrial plant and 75m span warehouse, mezzanine floor addition;

➤ **Kingspan Century (Monaghan, Ireland)**  
**Senior Engineer**

May 2005 – July 2007

**Specialisation:** The largest timber frame building manufacturer in Ireland and Britain, and one of the largest in Europe

**Key Experience:** Timber frame engineering and team leadership; residential, commercial and public developments

**Responsibilities and Achievements:**

- Design of roof structural elements and complete roof structural systems using Alpine Roof Truss Design Software. Projects cover the full spectrum of roof types, from detached houses to multiple levels blocks. Standard, not-standard, attic trusses and purlined roofs (BS and IE standards);
- Preparation of detailed drawings of timber and steel elements for production and site instructions using AutoCAD & hsbCAD;
- Leading a team of 6-8 CAD technicians; supervising the tasks and methods used; checking completed projects with regards to compliance with the structural requirements and Building Regulations;
- Liaison with contractors and providing technical support to site engineers; dealing with Non-conformance reports, change and modification requests and circulating action required details to other departments;
- Updating all relevant databases; preparation of purchase requisitions orders and loading / delivery checklists;
- Learned and achieved expert-level of competency with a range of new design and analysis software such as VIEW and HSB; perfected AutoCAD skills; developed a number of ideas on how to improve Alpine software performance;
- Achieved expert-level of competency in timber roof structures and good general knowledge in timber frame construction and manufacturing process including eco-design;
- Gained reputation for being capable of executing most complicated one-off projects with special difficulties and concerns to highest standards;
- Modified numerous previous truss designs to reduce materials usage and therefore reduce cost;
- Contributed to standard details manual, design and checking procedure; developed a number of details such as long overhand ladder units, step in roof levels at party wall with no overhang (which saved company €100-150 per house), hipped porch roof, racking wall to roof fixing, new type of attic truss with outshot; number of special truss types;
- Participated in implementation of the "Right First Time" quality conscious attitude - zero error engineering
- Reviled a number of imperfections of company's design process and advised on improvement;
- Received a numerous appreciations from Management for efforts and high quality performance;
- Received numerous appreciations from management for accurately spotting potential problems prior to construction phase which could lead to significant delays on site and extra expenses;
- Received numerous appreciations for contribution to training and developing of junior engineers;

➤ **Modern Timber Homes (Donegal, Ireland)**  
**Structural Design Engineer / Project Engineer**

Mar 2002 – Apr 2005

**Specialisation:** A timber frame building manufacturing company

**Key Experience:** Timber frame engineering and project management for residential sector

**Responsibilities and Achievements:**

- Design and preparation of construction and manufacturing drawings, specifications, and structural calculations; liaison with clients and clients' architects; liaison with contractors and providing technical support to site engineers;
- Project management; working with architects, contractors, clients and government regulatory agencies; in this position, designing and engineering timber frame buildings I have been able to work on projects from initial brief right through the design process to final manufacture and construction. This experience has greatly advanced my knowledge of the entire design procedure and off-site building solutions. Working with AutoCad, hsbCAD, Tekla and Alpine, I have been able to use my abilities and technical aptitude to quickly and efficiently solve the design challenges presented to me. I have also had an opportunity to use my organisational skills to greatly improve the management and efficiency of the design department;

➤ **Elite Plus Ltd (Poltava, Ukraine)**  
**Structural Design Engineer / Design Project Manager**

Aug 99 – Nov 2001

**Specialisation:** A consulting firm providing professional engineering services for design of buildings and structures

**Key Experience:** Design and project management of a wide range of residential, commercial and public projects: high-rise apartment buildings, medium-rise office, leisure and shopping developments

**Responsibilities and Achievements:**

- Structural analysis and design using computer methods and conventional hand calculations; finite element analysis (2D and 3D models) of high rise masonry buildings, steel and RC structures and mechanical details using SCAD office; production of concept and final designs; technical specifications and engineering reports;
- Managing a project team of 14-16 engineers with strong involvement with the QA/QC management aspects on a range of multi-discipline projects including 7, 9, 11 and 15-storey apartment buildings in Poltava City – masonry and RC, Leisure Centre "Eney" in Kerenchug town - braced steel frame, new Poltava Regional Tax Office building - 4-storey masonry-infilled RC frame;

- Financial management; preparation of tender proposals and planning; ensuring optimal solution is developed;
- Reviewing structural works on site to monitor compliance with contract documents;
- Attending external meetings and ensuring that all structural aspects were coordinated with the other professional teams involved in a project;
- Providing structural guidance to clients and design teams; value engineering; implementation of new ideas; site utilization planning, project scheduling and phasing, constructability review and analysis;
- Development of MS Excel spreadsheets for various design purposes;
- Learned and achieved expert-level of competency with SCAD office - finite element analysis software;
- Developed practical AutoCAD skills including 3D modelling;
- Development of software for automatization of AutoCAD performance using VBA AutoLISP;
- Review drawings and documents for compliance with the Building Regulations and company standards;
- Liaison with clients, architects, contractors and other professionals involved in projects;
- Developed and implemented new systematic methodology for structural design focusing on computerization, and a range of new companies' design standards, manuals and templates;
- Participated in determining business goals with Senior Management;
- Received numerous appreciations from contractors for providing high quality technical support to construction team and comprehensive construction documentation;
- Received appreciation from senior management for innovative approach to projects management implementing participative decision making and encouraging creativity;

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➤ **Yamal Gaz Prom Construction (Nadym, Russia)**  
**Civil/Structural Engineer / Construction Site Manager**

Sep 95 – Jun 99

Specialisation: Engineering and construction company specializing in Arctic construction

Key Experience: Construction management; Bovanenkovo Gas Field development – the multi-million project on Yamal Peninsula in arctic area of northern Russia. Construction management of gas field residential-industrial complex in tundra for Gazprom - the world's largest producer of natural gas. Permafrost conditions; steel and wooden structures: residential complexes, offices, shops, bakery, bridges, service and industrial buildings including gas plant, boiler houses, storage buildings, above ground pipelines, pipe supporting structures, platforms, power substation, storage tanks, ice-breakers, offshore structures, prefabricated buildings assembly, driving piles in permafrost

Responsibilities and Achievements:

- Construction crew management (up to 60 people); developing the project execution overall approach; ensure all key design information is current and reliable; developing clear understanding of the construction site requirements;
- Organize, monitor and supervise site operations and activities; review method statements and H&S documents; organizing resources; establishing working relationships; *lead position in such hard conditions required considerable strength of character as well as substantial people management skills in order to succeed;*
- Quality Assurance / Quality Control; ensuring conformance with engineering plans, specifications and construction standards;
- Working in close cooperation with design team; assisting in developing construction drawings, technical specifications and schedules; reviewing designs for constructability and cost effectiveness;
- Assessing construction progress; forecasting, tracking and reporting on project set milestones;
- Coordinating and driving performance of subcontractors (3-5, including international);
- Liaison with client; preparation and submission of progress and compliance reports;
- Material management and coordination with the logistic department;
- Promoting team and individual performance; increasing labour productivity and morale; implement health and safety awareness in the workplace;
- Obtained extensive experience with methods and techniques of arctic construction;
- Developed new construction methodologies directed to improvement of project schedules and optimization of resources which resulted in significant reductions on construction costs;
- Developed technology of assembling of one of the most difficult components - 50m high steel chimney;
- Developed strong project co-ordination and people management skills;
- Received a numerous appreciations from director for delivering projects to schedule with high quality;
- Promoted two times within four years;

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## COMPUTER SKILLS

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- OS: Windows 95/98/XP/Vista - *Expert skill level*
- Business: Microsoft Office suite 97 – 2007 - *Expert skill level*  
*Word, Excel, Access, Power Point, Publisher, Project*
- Drawing / CAD: AutoCAD versions from 14.0 to 2008 - *Expert skill level*  
Revit - *Good skill level*  
hsbCAD - *Expert skill level*  
*Timber frame design module integrated with AutoCAD*  
Tekla Structures (Xsteel) - *Good skill level*  
*3D building information modeling software*  
Solid Works - *Basic skill level*
- Structural design software: CSC Fastrak Building Designer Suite - *Expert skill level*  
Structural steel analysis and design of steel frame buildings in 3D environment to BS  
CSC S-Frame - *Expert skill level*  
General purpose analysis and design, finite element analysis  
CSC Fastrak Portal Designer Suite - *Good skill level*  
Analysis and design of low rise portal frames to BS  
CSC TEDDS - *Good skill level*  
A library of structural engineering calculations for a variety of structural forms to BS  
Alpine VIEW / AiMS - *Expert skill level*  
Analysis and design of roof structural systems to BS & IS  
SCAD office - *Expert skill level*  
A set of programs for structural analysis and design - USSR code, finite element analysis  
Familiar with: Orion, ETABS, SAFE, STAAD, RAM, PROKON, Mathcad;
- Drainage Design: Micro Drainage WinDes Suite - *Good skill level*  
Drainage systems analysis and design, source control, flow simulation
- Graphic Design: Adobe Creative Suite - *Good skill level*  
CorelDRAW Graphics Suite - *Good skill level*  
3D Studio MAX - *Basic skill level*  
Adobe Dreamweaver - *Good skill level*
- Web Design:
- E-mail: Outlook, Lotus Notes
- Programming: HTML, VBA, AutoLISP, Spreadsheet
- Knowledge of basic principles of relational database design
- Ability to learn independently new software quickly and easily

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## LANGUAGES

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English, Russian, Ukrainian

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## REFERENCES

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Copies of references and contact details available upon request

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*I believe that all organisations have a specific energy represented by the aspirations of every person that makes up their reality. A company will only be as successful as its people, and they will be as successful as a company helps them to become. In such a perspective, my contribution to the overall company's success will derive from my desire for excellence in everything I do as well as from my genuine inspiration to achieve my personal best.*

For more information, please see my website:

[www.OlegKilchevskiy.name](http://www.OlegKilchevskiy.name)