

## Olga Kelly

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### Summary

Inspirational leader with 12+ years' experience in global procurement and supply chain expert, strategizing and leading cross-functional teams to bring improvement in strategy and profitability, who established and directed US business unit, implementing a global supply chain system involving 400+ companies, and exceeded sales targets, generating multi-million dollar revenues.

### Key skills

Procurement / Supply Chain Management / Negotiation / Logistics Management / Operations / Project Management  
Purchasing / Contract Negotiation / Quality Control / Vendor Evaluation / Global Sourcing / Microsoft Office  
Leadership / Supplier Relationships / Compliance / Process Optimization / Facilitation / Cost Reduction / Ingenuity

### Professional experience

#### **Kron Energy**, Houston, Texas

*Managing Director*, 03/2013-Present

- \* Conceptualized Purchasing Vehicle Approach (PVA) and established Export Company for the oil & gas overseas distributor
- \* Generated over a million dollars revenue in the first fiscal year and landed channel partnership with GE Power and others
- \* Created and managed supplier relationships with 400+ manufacturers and distributors in global supply chain management
- \* Implemented 20% remote work policy and trained 22 teams in 5 countries company-wide, resulting in 37% productivity
- \* Steered the group of companies through the complicated adaptation and restructure for purchasing compliance procedures

#### **Kronstadt**, St. Petersburg, Russia

*Procurement Manager*, 09/2008-03/2013

- \* Expanded company's portfolio of represented and supplied brands and types of globally sourced goods and services by 230%
- \* Led negotiations with the foreign manufacturers of industrial equipment for procurement and distribution overseas
- \* Facilitated price reduction and logistics optimization initiatives, improving annual sales growth for 16%
- \* Prepared and spearheaded presentations, international expos, purchasing and marketing staff team building and training
- \* Formulated and developed new business strategy to increase vendor interactions, stimulating cost savings of 20%

#### **Autoshic**, Moscow, Russia

*Global Sourcing Manager*, 05/2008-09/2008

- \* Established global sourcing division from zero, interviewed, hired and trained five supply chain professionals
- \* Researched and forged the broker and freight forwarders relationship for all import shipments from Europe
- \* Built the initial data base of 100+ EU manufacturers of automobile accessories and crafted 12 agent agreements

#### **Novochrom**, Novotroitsk, Russia

*Sales, Export and Logistics Manager*, 10/2006-05/2008

- \* Implemented project management at manufacturing plant, increasing local sales of chromium compounds and paint for 12%
- \* Analyzed and restructured marketing, sales and shipping division, lifting employees' satisfaction to 100%
- \* Organized chemical manufacturer's participation in global trade shows, boosting overseas sales to tanneries for 150%
- \* Received 3 promotions from local sales specialist to manager to export supervisor to division manager in less than 12 months

### Education

Master of Economics and Management in Manufacturing, *Moscow State Open University*, 09/2007-06/2011

Master of English and German Languages, *Orenburg State University*, 09/2001-06/2007

### Certifications, Honors and Interests

GE Channel Compliance Certificate, *General Electric Power*, 08/2014

Employee Of the year awards of 2007, 2009, 2011, 2013

Several Debate awards and Athletic honors in both high school and university

Summer Camps Counselor Volunteering / World Travel / Ballet / CrossFit/ Yoga / Krav Maga / Self-Improvement