

ARTEM KNYAZCHYAN

Innovative Product Strategist & Tech Visionary

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Moscow, Russia



STRENGTHS

- Innovation Strategy & Product Vision**
Expert at defining and implementing vision.
- Data-Driven Decision Making**
Leveraging analytics to inform product direction.
- Cross-functional Leadership**
Experience leading diverse, high-performing teams.
- Ecosystem Partnerships & Open Innovation**
Accelerating innovation and reducing operational friction

AWARDS

- Leader in digitalization of procurement processes**
Awarded at "Leader of Competitive Procurement", 2020
- Best SAP Ariba implementation**
Awarded at SAP Value Award, 2020

KEY ACHIEVEMENTS

- \$60B Stock Optimization**
Delivered major inventory reduction across the supply chain
- 5-Month System Rollout**
Deployed procurement platform in 7 business units under tight deadlines
- AI for HSE**
Cut accidents by 10% through AI-based risk prediction models

SUMMARY

Strategic product and innovation leader with 10+ years of experience driving digital transformation, launching high-impact solutions, and building innovation ecosystems. Proven success in bridging business and technology, leading cross-functional teams, and delivering measurable outcomes across diverse industries.

EXPERIENCE

Chief Innovation Officer

- Integra Group** 06/2021 - Present Moscow, Russia
Oilfield Services
 - Spearheaded the launch of 3 breakthrough products, boosting operational efficiency by \$4M
 - Led a 20+ member cross-functional team, halving product time-to-market
 - Facilitated and led the corporate strategy
 - Orchestrated a strategic partnership with a VC firm, resulting in a joint venture in the UAE
 - Oversaw ISO certification of the JV, ensuring regulatory compliance
 - Cultivated partnerships with startups and academic institutions to fuel innovation

Head of methodology and automation

- Segezha Group PJSC** 08/2017 - 06/2021 Moscow, Russia
Pulp & Paper
 - Deployed SAP Ariba across HQ and 12 subsidiaries, enhancing supplier management
 - Built a cutting-edge, end-to-end 1C-based procurement and budgeting platform, integrated with e-document flow and marketplaces
 - Launched a secure mailbox management system, cutting labor by 90% and increasing transparency
 - Centralized procurement and inventory processes under a shared services model
 - Established internal IT support and upskilled staff through training programs
 - Defined KPIs for functional and project teams, driving performance improvements

Sr. Consultant

- KPMG** 07/2016 - 07/2017 Moscow, Russia
IT & Business Consulting
 - Sailed and delivered large-scale business transformation projects involving ERP implementation (SAP, 1C)
 - Executed cost-cutting initiatives in supply chain, yielding 15% inventory reductions
 - Designed IT strategy and system architecture for enterprise-wide implementations
 - Pioneered procurement reorganization through category management best practices

SKILLS

Emerging technology scouting

Digital transformation leadership

Open innovation & ecosystem building

Strategic foresight

Design thinking & lean startup

Cross-functional leadership

Product Management

TOOLS & PLATFORMS

ERP: SAP, 1C



SRM: SAP, 1C



Python Literacy



AI Agents



IoT



Big Data: Dedicator Studio



Modeling: ARIS, Visio



EXPERIENCE

Business Consultant

[BearingPoint](#)

📅 01/2013 - 07/2016 📍 Moscow, Russia

IT & Business Consulting

- Developed an outbound logistics strategy for a top-tier metallurgical group.
- Reduced logistics team size by 15% through process optimization
- Led workstreams in SAP-based SRM system rollouts

EDUCATION

Program in Digital Business Strategy

[MIT Sloan School of Management](#)

📅 2020 📍 Location

Master's Degree in Entrepreneurship and International Economic Activity

[Bauman Moscow State Technical University](#)

📅 2005 - 2012 📍 Moscow, Russia

Bachelor's Degree in Industrial Logistics

[Bauman Moscow State Technical University](#)

📅 2005 - 2010 📍 Moscow, Russia

Internship

[BW Cooperative State University Mosbach](#)

📅 11/2009 📍 Mosbach, Germany

LANGUAGES

Russian

Native ●●●●●

English

Proficient ●●●●●

Armenian

Proficient ●●●●●