

ANDREI A. LEONOV

903 Mooring Circle, Tampa, FL 33602 | +1.813.472.7772 office | +1.813.220.2437 | andrei@leonov.com

OBJECTIVE

Seeking a challenging executive position in a global company with new growth opportunities, a creative, entrepreneurial, performance driven environment, and an innovative/progressive corporate culture, where I can effectively utilize my diverse skill sets and business expertise.

PROFILE

World-class Executive Professional, with 23 years of unique experience in marketing, sales, operations, privatization, investment, trade finance, development and management of large manufacturing and trading companies, logistics and shipping of bulk cargoes, stock brokerage, as well as small businesses, in Russia, Europe, and the U.S. I have particular expertise in the non-ferrous metals, ores, mineral fertilizers and chemical industries, as well as in stock market, communications, medical lasers, real estate management and the Internet.

- International: Russia, Europe, Americas
- Diverse business experience
- Vision for new market opportunities
- Strong written, verbal and presentation skills
- Interpersonal problem solver and skillful negotiator
- Leader by example, yet a team player
- Valuable network of contacts worldwide
- Adaptability to new environment and change
- Fast learner
- High standard of ethic and integrity

EDUCATION

Moscow University of International Relations (MGIMO) Moscow, Russia
Graduated with honors in top 2% of the class; PhD Candidate (Economics), M.A., B.A., August 1982 – May 1989; Concentration in international business, political economy, history, foreign languages, Thai and South East Asia cultures, economic integration in ASEAN.

EXPERIENCE

International Fertilizer Corp dba FertiKola 11/98 to Present
President/CEO Tampa, FL

- Americas Head office of PhosAgro AG, the largest phosphate producer in Russia
- Developed mineral fertilizer sales, shipping and distribution business in Americas from scratch in 1998 to 1.3 million tons (\$780mil in today's prices) in 2003
- Advised shareholders on strategic planning, structuring of mergers, acquisitions and partnerships for distribution; initiated and implemented a marketing alliance with PhosChem in U.S.
- Managed supply chain via offices in Moscow, shipping from seaports, sales and distribution network in the U.S., Canada, Brazil, Argentina, Mexico and agent network in Latin America

TransCommunications Management, Inc. 11/95 to Present
President/CEO Tampa, FL

- Head office of TransCom Shipping Ltd. in the U.S. (see below)
- Main entity for most business ventures (page 2)

TransCom Shipping Ltd. 9/95 to 5/04
Managing Partner Limassol, Cyprus/Tampa, FL

- One of three partners who developed a new shipping business of dry bulk fertilizers and phosphate rock from Europe to the Americas and Asia; at its peak in 2001-2002, TransCom shipped 3 million+ tons
- Acted as principal in all charter parties and contracts of affreightment
- Successfully sold the company in 2004 to a larger operator

Agrovit, Inc.

2/92 to 10/95

VP Sales and Marketing

Tampa, FL

- Initiated and managed the first U.S.-Russian joint venture to develop an ammonia and fertilizer business with multiple FSU suppliers generating \$200 million+ in annual sales (over \$800 mil in today's prices)
- Managed a team of traders, shipping brokers, sales agents, and service contractors in FSU and the Western Hemisphere
- Initiated, developed, and implemented a \$23 million bulk cargo storage and loading facility in Murmansk, Russia; currently, the terminal is one of the most important Russian export seaports, handling 12 million+ tons of bulk commodities per year
- Managed profit/loss with senior risk authority, oversaw compliance, legal, and operational issues

AgroChimExport

7/89 to 2/92

Head of PU Import group and UAN Project

Moscow, USSR

- Responsible for all imports of polyurethane and related materials into the USSR
- Project leader of U.S.-Russian-Ukrainian joint venture to upgrade two major export seaport facilities and converting 5 existing production facilities and commence export of new liquid fertilizer product to the U.S., Canada and Europe

Raznoimport

6/87 to 6/89

Trader, non-ferrous metals

Moscow, USSR

- Lead, copper and nickel export-import trader; LME and physical transactions

SMALL BUSINESS EXPERIENCE IN THE U.S.

- 1997 to 1999: One of several partners in a reverse merger of a wireless technology start-up with a public company; shares traded on OTC in 1999-2005
- 1996-1997: part time stock broker/advisor at Horizon, a small brokerage firm for Bear Sterns
- 1996 to Present: Investor and Senior Partner in Aerolase Corporation, a U.S.-Russian aesthetic laser manufacturing company
- 2003 to Present: Private business consulting for U.S.-Russian start-ups (www.FertiKola.com)
- 2003 – 2010: Owner of a small nutritional supplement business with on-line distribution
- 2001 to Present: Real estate investor/manager
- 2005 to Present: Internet marketing entrepreneur

SKILLS AND INTERESTS

- First grasp of the intricate Russian business culture
- *Securities*: Registered Representative Series 7
- *Languages*: bilingual in Russian/English; fluent in Thai; coursework in French, Spanish, German and Portuguese
- *Technology*: MS Office, Adobe CS (Dw, Ps, Il, Id), extensive web design experience, CMS, HTML, PHP
- *Interests*: Tennis, golf, skiing, chess, music of the eighties