

Oleksandr (Lex) Parkhomenko

General Manager & CEO

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SUMMARY

Dynamic General Manager with over 22 years of experience driving business success across multiple sectors. Proven track record in achieving a 500% revenue increase and implementing cost reductions of 30%. Expertise in developing growth strategies, enhancing operational efficiency, and establishing financial goals. Exceptional leadership skills demonstrated through managing teams effectively and generating substantial new business accounts. Ready to leverage unique skills to deliver exceptional value to any organization.

WORK EXPERIENCE

President & CEO, TOPUS INC., Simpsonville

Aug 2017 – Present

- As the owner of an exclusive franchise for company registration and business services in the United States, I was responsible for developing and successfully implementing comprehensive strategies to drive global business growth. These strategies enabled me to reclaim market share from competitors and attract a substantial number of new clients from around the world. To achieve these goals, I effectively leveraged the resources and expertise of four companies located in the USA, the UK, Estonia, and Ukraine.
- Developed and implemented strategies driving global business growth.
- Achieved a 500% revenue increase while reducing expenses by 30%.
- Drove a 200% growth in 2022 by overhauling underperforming departments.
- Established short-term and long-term financial and expansion objectives.

General Manager, SBNEO LLC, Sumy

Oct 2012 – Aug 2017

- Spearheaded a team of 16 employees at a real estate assessment firm.
- Generated 30% of new accounts each quarter, significantly contributing to annual growth.
- Facilitated new business development by forging partnerships and enhancing existing relationships.

Branch General Manager, NADIYA LLC, Sumy

Oct 2009 – Nov 2011

- Oversaw the successful opening and launch of the Sumy branch.
- Transformed the branch into the most profitable one among 15 branches across Ukraine.

CFO, VNA LLC, Kharkiv

Apr 2011 – Nov 2011

- Increased enterprise profitability by 200% while reducing accounts receivable by 30%.

Sales Manager, Santexopt LLC, Sumy

Feb 2009 – Apr 2009

- Grew company sales by over 200%.

Project Manager, Telesystems of Ukraine (PeopleNET), Sumy

Dec 2007 – Nov 2008

- Performed project management for the “Telesystems of the Ukraine” (PeopleNET) with a revolutionary 3G cell phone and internet network, promoting CDMA2000 1x EV-DO services.
- Managed the first customer installations in Sumy before the customer services center opened.
- Promoted 3G internet services through dealers and sub-dealers, generating 500% of annual profit and receiving the Award from the general manager for my achievements.
- Supported the development of the largest and fastest cell phone and internet service network in Ukraine.

Country Manager, NETZSCH Mohnopumpen GmbH, Sumy

Aug 2004 – Dec 2007

- Served as an official representative of a German pumping equipment company's Ukraine operations, Increased sales by +150%.
- Supported market research, environmental analyses, participation in tenders, sales strategy development and product launches around the country.
- Contributed to planning, budgeting, account management and accounts receivable.
- Partnered with major clients, including Tetra Pak Ukraine, Procter & Gamble Ukraine, Svitoch, Torchyn Product, Chumak, Sandora, Vitmark, Nestle and Sun InBev.

EDUCATION

Master's Degree, Business Management/Business Administration, Ukrainian Academy of Banking of the National Bank of Ukraine, Sumy, Ukraine

Sep 2002 – May 2008

SKILLS

- Business Strategy
- Business growth
- International market development
- Strategic planning
- Project management
- Leadership
- Motivational communication
- Diplomacy
- Strategic Partnerships
- Building New Business
- Business Management
- Go-to-Market
- Sales management
- Financial management
- Team building
- Executive Coaching
- Relationship management

LANGUAGES

- English
- Russian
- Ukrainian
- Italian