

CURRICULUM VITAE

1. **Family Name** ROBBINS
2. **First Names** PETER IGNATIUS
3. **Dependents** Wife (three children, non-dependent)
4. **Nationality** English
5. **Civil Status** Married
6. **Date of Birth** 31st July 1934
7. **Residence**

Address: 4 Meadow Cottages, Caldecote, Baldock,
Herts. SG7 5LE. England

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Website: http://www.peterrobbins.co.uk
8. **Education**

Private Grammar School (Higher Schools Certificate)

Cambridge University (Department of Slavonic Studies)
9. **Language Skills**

Language	Reading	Writing	Speaking
English	5	5	5
Russian	4	3	3
French	4	3	2
10. **Other Skills**
 - * Sales and Marketing Specialist
 - * Experienced administrator/organiser
 - * Interpersonal relationships and motivation
 - * Overseas distributor and staff management
 - * General Management to Board level
 - * Business and Financial Planning
 - * Project management / Market research
 - * Company re-structuring
 - * Interim management
 - * SME Development
11. **Present Position** Management Consultant (EU DG1A Reg.No. UNK-22313)
12. **Key Qualifications**
 - * Launched multi-national Company operations in USSR and Eastern Europe
 - * Headed Marketing and Sales operations in Russia from 1970 to 1987.
 - * Marketing consulting from 1997 to date
 - * Managing Director of two Companies
 - * Representative networks established for large corporations.
 - * Product experience - Pharmaceuticals, High-tech medical and scientific instruments, security devices, advertising gifts.
13. **Specific Countries experience:**

Afghanistan	2005
U.S.A., Greece, Scandinavia, France, Holland, Germany,	1972 - 98
Czecho/ Slovakia, Yugoslavia, Poland, Hungary, Romania, Bulgaria	1969 - 02
Russia	1969 - 03
Armenia, Belarus, Ukraine, Azerbaijan, Kazakhstan, Latvia , Georgia, Moldova	1992 - 04

14. **Professional Experience Record**

Dates: February 2006 to present
Company: Traing Network Group 9TNG) Consulting
Position: Training Consultant
Location: Enfield, United Kingdom
Key Outputs: Panel member in training workshops. Production of online management training courses, including budgeting, communications, cost control, delegation, leadership, strategic planning.

Dates: January to March 2005
Company: Afghanistan Ministry of Commerce
Position: Export Promotion Advisor
Location: Kabul
Key Outputs: Preparation of detailed proposals for establishment of National Export Promotion Agency

Dates: November 2003 to October 2004
Location: Yerevan, Armenia
Company: European Union Chamber of Commerce
Position: Team Leader
Key Outputs: Development of Chamber activities. Staff training.
Production of literature and website. Event arrangements.

Dates: August 2003
Location: Yerevan, Armenia
Company: America jsc
Position: Consultant
Key Outputs: Editing of data; summary and marketing sections of sector SWOT analyses for World Bank, USAID, and the Armenian Development Agency.

Dates: September 2002 to June 2003
Location: UK
Company: CRM International (Finance brokers)
Position: Consultant
Key Outputs: Production of clients' business plans for presentation to large investors.

Dates: June to July 2002
Location: Russia
Company: Urals Works of Technical Gases
Position: Consultant
Description: Consultant
Key Outputs: Reorganised management structure; Advised on HR development;
Recommended marketing strategy; Produced business plan for investors.

Dates: July 2000 to December 2001
Location: Bulgaria
Company: Medica (via European Bank for Reconstruction and Development)
Position: Marketing Director
Description: Consultant
Key Outputs: Construction of Marketing and Sales Department; Marketing Plan;
Product rationalisation; website construction; staff recruitment; literature production.

Dates: January – June 2000
Location: Cambridge
Company: TNG Associates
Position: Recruitment Consultant
Description: Search for new clients; head-hunting; database maintenance; candidate screening.
Key Outputs: Shortlisting of job candidates; attraction of new clients; improvement of records.

Dates: September – December 1999, July 2000 - December 2001
Monday, March 5, 2007

Location: Bulgaria
Company: Babylon (via European Bank for Reconstruction and Development)
Position: Consultant
Description: Senior Industrial adviser
Key Outputs: Evaluation of management structure and recommendations for change in systems and procedures.

Dates: June – September 1999
Location: Armenia
Company: Ministry of Trade
Position: Consultant
Description: Marketing specialist
Key Outputs: Due diligence on companies to be selected for grant allocation.
Recommendations as to department staffing and systems.

Dates: September 1998 – April 1999
Location: UK
Company: MCG International Consulting
Position: Consultant
Description: Marketing specialist
Key outputs: Constructing database of potential clients. Searching Grant Aid market.
Production of Company promotional material. Public relations. Due diligence assignments.

Dates: March 1997 - August 1998
Location: UK
Company: Robbins International Marketing
Position: Consultant
Description: Marketing specialist
Key Outputs: Advice to Companies on marketing strategy.
Clients: Ashway Associates, UK (Personnel consultants) - executive profiling
Health Data Management Partners, Belgium (medical Informatics) - Marketing strategy and marketing plan
Lingo Corporation, USA, (electronic translators) - entry into CIS markets
F.J.Warren Ltd. UK (greetings cards and posters)- entry into CIS markets
Grove Handel und Beratung (fast moving consumer goods) - Germany into UK.
Armenian Development Agency (Government Department) - Export promotion and grant allocation systems.
The Latin Mass Society (pro bono) – member relations, database management, direct mailing strategies.

Dates: 1992 - 97
Location: C.I.S.
Company: Phoenix Advertising Gifts
Position: Managing Director
Description: Export expansion
Key outputs: Having established a successful UK operation initiated direct selling to Russian customers. Responsible for financial planning and budgetary control.
Subsequently established a network of partners throughout the C.I.S. motivating and training them to become autonomous.
Participated in Trade Fairs, conferences and other events. Negotiated product selection and purchasing.

Dates: 1987 - 92
Location: Europe
Company: Bizeq Security Products
Position: Marketing Director
Description: Europe expansion
Key Outputs: Organised direct marketing and distribution system throughout Western and Eastern Europe for domestic, personal, and car alarms. Co-ordinated conferences, seminars and other events. Produced Company literature. Recruited staff at all levels.

Dates: 1985 - 87
Location: Eastern Europe
Company: Felmet
Position: Managing Director
Description: Market Research
Key Outputs: Acted as marketing adviser to UK scientific instrument companies planning to operate in Eastern Europe. In some cases advised clients that proposals were not viable. In other cases successfully initiated sales operations.

Dates: 1980 - 85
Location: Eastern Europe
Company: Picker International (Medical Instruments)
Position: Eastern Europe Manager
Description: East Europe expansion
Key Outputs: Developed existing direct sales to USSR and managed representatives throughout Eastern Europe. Organised conferences, seminars and other events.

Dates: 1976 - 80
Location: Eastern Europe
Company: Smith Kline Instruments
Positions: Eastern Europe Manager / Managing Director
Description: East Europe expansion
Key Outputs: Developed sales from zero base to \$6 million with direct methods. Intensive travelling, seminars, exhibitions. Negotiations with Government bodies.

Dates: 1964 - 76
Location: UK/Eastern Europe
Company: Smith Kline pharmaceuticals
Positions: Sales Administration Manager / East Europe Manager
Description: Europe expansion
Key Outputs: Controlled sales and distribution administration for five divisions. In 1969 promoted to Export Manager, East Europe - sales zero. By 1976 sales exceeded \$10 million, with a team of regional managers throughout Scandinavia, East Europe and U.S.S.R. Work involved contract and licensing negotiations, trade fairs, budgeting and strategic planning.