

# Mariia Zolotova

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## Executive Summary

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Results-driven procurement professional with over 10 years of comprehensive experience in strategic sourcing and business development. Proven ability to optimize operational efficiencies, manage large procurement volumes, and develop long-term supplier relationships. Accomplished in executing advanced planning and category management strategies, with a consistent record of delivering significant cost reductions. Adept at interfacing with executive-level stakeholders and translating strategic goals into actionable business insights.

## Professional Experience

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### Goldstein Capital (*Dubai, contract*)

March 2023 – October 2023

#### Strategic Development & Sourcing

*Consulting firm specialized in management, procurement, supply chain, and healthcare advisory*

Expertise in devising sourcing strategies, vendor management, contract negotiation, and risk mitigation  
Demonstrated ability to lead cross-functional teams and execute business growth strategies  
Proven track record of delivering substantial cost savings, enhancing product quality, and strengthening vendor relationships

##### Key Achievements:

- Client Advisory: Advised clients on best practices in procurement, strategic sourcing, and long-term vendor management
- Strategy Development: Created sourcing strategies tailored to client needs, including cost-saving measures, supplier diversification, and risk mitigation
- Vendor Optimization: Consolidated a client's supplier base by 30%, improving quality and reducing risk
- Business Growth: Added \$5 million in new client contracts through effective business development strategies
- Cost Savings: Achieved a 20% cost reduction for a client by optimizing their procurement processes
- Data Analysis: Used analytics tools to evaluate client's existing practices and recommended improvements

### Azbuka Vkusa (*Moscow*)

October 2018 – October 2022

#### Head of Procurement & Strategic Projects

*Russia's most significant premium FMCG company, with an annual revenue of \$1.3bn*

Led supplier relationship management, leveraging SLAs and KPIs to build mutually beneficial long-term partnerships and secure a 15% improvement in overall supplier performance

Employed data analytics to assess market trends, cost structures, and supply chain efficiencies, enabling data-driven executive decisions

Orchestrated multi-stage contract negotiations, resulting in win-win scenarios that further solidified supplier relationships

Delivered succinct, impactful quarterly and annual performance reviews to the CEO and Board of Directors, advocating for departmental goals and initiatives

##### Key Achievements:

- Launched and scaled a department responsible for an annual procurement volume exceeding \$20 million, delivering a \$1.3 million reduction in recurring annual costs

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- Implemented a proprietary electronic trading platform and integrated SRM system, contributing to an annual operational efficiency improvement of 20%
  - Initiated a ground-breaking operating model focusing on strategic procurement, category management, and early advanced planning, which contributed to a \$1.3 million annual cost reduction
  - Assembled and developed a team of 8 skilled professionals, fostering a culture of excellence and innovation
  - Successfully integrated 3PL solution, streamlining the supply chain and realizing a 25% efficiency gain in delivery times
  - Drove a company-wide rebranding initiative and customer segmentation strategy, increasing market penetration by 5%

Azbuka Vkusa (*Moscow*)

*April 2015 – October 2018*

### Senior procurement manager

Directed cross-departmental procurement operations, aligning processes and protocols with the organization's overarching strategic goals

Key Achievements:

- Led the development and execution of sourcing strategies, performing due diligence and supplier risk assessments that ensured the company's long-term stability
- Navigated supplier selection processes, including RFPs, legal negotiations, and performance monitoring, maintaining a 97% satisfaction rate among internal stakeholders
- Skillfully balanced quality, quantity, cost, delivery times, and payment terms when evaluating both national and foreign suppliers, enhancing the company's market competitiveness
- Orchestrated effective strategic planning to align procurement operations with short-term and long-term organizational goals

Azbuka Vkusa (*Moscow*)

*March 2014 – April 2015*

### Procurement Manager

Coordinated the supply chain logistics for all materials, services, and equipment, optimizing overall procurement activities

Key Achievements:

- Masterfully negotiated and finalized purchase agreements, sustaining a highly effective vendor list that met the company's diverse needs
- Identified business-saving opportunities through insightful analysis of commodity trends, market benchmarks, and industry insights
- Strategized and executed spending strategies across multiple indirect categories, including IT, telecom, and marketing

Azbuka Vkusa (*Moscow*)

*August 2013 – March 2014*

### Procurement assistant

Supported internal customers by translating business needs into actionable procurement requirements

Key Achievements:

- Diligently reviewed internal purchase requirements to align with business needs, achieving a 99% accuracy rate
- Actively participated in trade shows and industry events, acquiring new national and international suppliers that expanded the company's vendor list by 20%

### Education

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Russian University of Transport

*2008 - 2013*

Master's degree in international business & management

Languages: English (fluent), Russian (fluent), German (A2)