

## **BOGDAN KOSTETSKY**

Black Sea grains and oilseeds origination and trading executive

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### Experience and achievements

- 10+ years in managing large teams (50+ persons) in grains and oilseeds origination
- Responsible for reported trade positions, development and implementation of game plans by local trading teams
- Assets utilization planning (inland silos, railcars, port facilities) and ensuring target volumes and performance are met
- Contribute to trading strategies and export programs, being part of global trading teams
- Managing export flows from ports of Nikolayev, Odessa and Rostov, monitor and optimize exports logistics for the region, including research and agro-economics
- Strategic (5+ years) forecasting of market development, involvement in asset investment proposals
- Representing company in governmental institutions and professional associations
- Negotiations with Ukrainian/Russian port terminals and cabotage fleet owners to ensure competitive standing and efficient logistics leverage
- Market analytics, intel and forecasting, lead in development and maintenance of S&Ds for grains/oilseeds
- Involvement in Russian and Kazakh trading and logistics markets, SWOT-analysis of company standing and proposals as to further development
- Maintenance and expansion of reliable client base in order to ensure timely/smooth execution and minimize defaults
- Expansion of strategic inland silos and port terminals partnership network
- Promotion of entrepreneurial spirit in the team, mentoring, developing and motivating subordinates

### Career highlights

<i>Operating partner</i> <b>Barva Invest</b>	<b>2020 - present</b>
<i>Chief Commercial Officer</i> <b>State Grain and Food Corporation of Ukraine</b>	<b>2020</b>
<i>Grains and Oilseeds Commercial Director Ukraine and Russia</i> <b>Bunge</b>	<b>2019</b>
<i>Procurement Manager Grains and Oilseeds</i> <b>Glencore Agriculture Ukraine</b>	<b>2014 - 2019</b>

<i>Senior Trader</i> <b>Gavilon Ukraine</b>	<b>2011- 2014</b>
<i>Trader</i> <b>Cargill Ukraine</b>	<b>2008-2011</b>
<i>Deputy Chief Trader</i> <b>Alfred C. Toepfer International, now ADM Ukraine</b>	<b>2003-2008</b>
<i>Executive Director</i> Agricultural commercial company “ <b>Olimpex Ltd</b> ”, Kyiv office	<b>2001-2003</b>
<i>Administrative and Operations Director</i> “ <b>C.F.C. Ukraine Ltd</b> ”	<b>1998-2000</b>

#### Education

- Kiev National Economic University  
Master's degree in Management of Corporations, 2000
- International Christian University, Vienna-Kiev  
Bachelor's degree in Business Administration (Management), 1999

#### Public activity

- Advisor to Minister of Infrastructure Mar 2022-present
- Member of coordination center for humanitarian aid under the office of President Zelenskiy Mar 2022-present

#### Languages

- Ukrainian, Russian (native)
- English (fluent)

#### Support Skills

- Windows, MS Word, Excel – common user.
- Driving license: category A, B, C.

Hobbies: qigong, reading, biking, fishing