

Russ V. Semeran

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EXPERIENCE

2011-Present	Ekman Group Exclusive Representative / Sales Manager, Eastern Europe <ul style="list-style-type: none">- Ekman is one of the world's leading sales and marketing organizations, focusing on the global forest industry with over \$2.5Bln in annual revenue- Oversee export operations of recyclable materials, wood pulp and biofuels with over 50Mln USD in value from Eastern Europe to Asia, India and Middle East- Facilitate the formation of the Europe's largest biofuel plant (Vyborg Mill) with capacity to produce up to 1Mln Metric Tons of wood pellets per annum- Lead contract negotiations between the producers (pulp mills and recycling facilities) and end-users (paper mills)- Manage Logistics and Customs aspects of International trade; negotiate delivery contracts with multiple freight forwarders- Perform quality control and inspection of the goods prior to them being shipped to the end user- Actively participate in resolution of commodity quality claims by end-users	Wall, NJ
1994-2011	Data Access Datapatch, Inc.	Paramus, NJ
1999-2011	Managing Director, Services and Support Department <ul style="list-style-type: none">- Data Access Datapatch, Inc. is an independent Value Added Reseller/Distributor for many of the leading manufacturers of voice and data products such as Cisco, HP, EMC, Avaya, Lucent Technologies and many others- Supervised the team of 8 network engineers and technicians- Managed major service contracts for large corporations such as JPMorgan Chase, Morgan Stanley (former Smith Barney), Bank of New York, New York Mercantile Exchange, American Stock Exchange, ADP and others- Led Cisco Systems gear provisioning and wiring infrastructure installations for Ground Zero Recovery project with Port Authority of New York/New Jersey- Ran 2007 Open Access/ T-Mobile SONET ring project in Long Island- Charged with creating responses to RFQs, writing and executing contracts, pre- and post-sale technical support and troubleshooting- Involved in Internet marketing and SEO (Search Engine Optimization), creation of RSS XML feeds, improving search engine rankings, e-Commerce and managing PPC services for multiple accounts and corporate website.	
1997-1998	Senior Network Engineer <ul style="list-style-type: none">- Directed Lewco Securities/Schroeder Bank CNA project involving design and implementation of legacy equipment conversion for over 100 branches nationwide- Led the nationwide equipment installation project with FeedRoom Inc. to build media network for NBC News- Served as an installation leader on multiple teams (3-15 people each) in charge of installation, support, troubleshooting and administration on customer site architecture	
1995-1997	Field Technical Support Engineer <ul style="list-style-type: none">- Managed Instinet/Reuters ESN project involving upgrading over 2000 client sites from legacy environment to top of the line networking hardware. Responsible for house refurbishing, testing and maintenance	
1994-1995	Network Consultant <ul style="list-style-type: none">- Involved in the design and implementation of channel banks and disaster recovery equipment for New York Mercantile Exchange (NYMEX)	

EDUCATION

1987-1992	UFA STATE AVIATION TECHNICAL UNIVERSITY B.S, Electrical Engineering Technology	Ufa, Russia
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ADDITIONAL

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- Bilingual in English and Russian
 - Certificate of Management by American Management Association (AMA)
 - Certificate of Management by National Association of Service Managers
 - Management level experience in various network software, hardware and applications, such as Cisco, Extreme Networks, Juniper /Netscreen IOS. Proficiency in MS Office, QuickBooks, Jasc/Corel, Visio and AutoCad LT.
 - Experienced in building and managing e-Commerce businesses.
 - Cisco Network Management (SEO-226), Cisco Sales Expert (ID CSC010185068), Cisco Routing and Switching specialization (SEO-290)
 - Deep practical understanding of environmental / recycling business and terminology. Experience in selling recycling equipment and refuse trucks. International Trading, logistics and business development expertise.