

Olena Donii

Operations Head

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Languages

Ukrainian

French

English

Spanish

Russian

About

Profile: Trade Finance, Business Analysis, Marketing, Management

BRANDS WORKED WITH

Alfa-Bank

Brokbusinessbank

Creditwest Bank Ukraine

Erste Bank

Mriya Agroholding

Ukrainian Bank of Reconstruction and Development

Experience

● Head of Documentary Operations

Ukrainian Bank of Reconstruction and Development | Sep 2020

Management Finance Regulation, compliance , audit , legal financial documentation IT office tools (Word, Excel, Power point) SWIFT protocol

● Senior economist of Documentary Operations Dept

Erste Bank | Jan 2007

Consultation of clients of the Bank on trade finance transactions and documentary operations and foreign trade contracts payment conditions

Preparation of Letters of Credit and guarantees drafts

Acquisition of new corporate clients

Negotiations and conciliation of the structure of transaction with foreign financial institutions

Presentations on Trade Finance and documentary operations

● Position: Chief specialist of Documentary Operations Dept.

Brokbusinessbank | Jan 2006

Full handling of bank guarantees, Letters of Credit (in foreign as well as in national currency) and Documentary Collection (issue, advising, business correspondence)

Work in SWIFT

● Head of Trade Finance and Correspondent Banking Department

Creditwest Bank Ukraine | Sep 2014 - Sep 2020

Trade finance and documentary operations project structuring, implementation and monitoring

Filling in AML questionnaires of correspondent banks

International borrowings: origination, negotiation, execution

Cooperation on business development with international institutions – BSTDB, European Fund for Southeast Europe (EFSE), GGF, EIB, EBRD ...

Trade finance and Documentary Business (guarantees, letters of credit, documentary collection): origination, negotiation, structuring

Relations with International and Local Financial Institutions

Presentations and researches preparation

Bank's website development working group member Main achievements Initial cooperation (RFP, Due diligence, T&C, signing of Agreement) and full maint Revolving Trade Finance Facility with The Black Sea Trade and Development Bank Main achievements Initial cooperation (RFP, Due diligence, T&C, signing of Agreement) and full maintenance of Revolving Trade Finance Facility with The Black Sea Trade and Development Bank (BSTDB).

● International Finance Manager

Mriya Agroholding | Apr 2013 - Sep 2014

International financing, including ECA-backed loans, buyer's credits, etc.

Negotiations with international banks, including preparation of RFP for syndicated loan/ club deal.

Full maintenance and structuring of transactions with lenders

Structuring of complex trade finance schemes applying documentary

operations

Working out of financial models and cash-flows

Realization of pre-export finance transactions in line with Company's production cycle

Syndicated Loans CEE Conference, Vienna, Sept. 2013



● **Head of Structured Finance Sub dept. of Trade Finance and Documentary Operations Division**

Alfa-Bank | Nov 2007 - Apr 2013

Structuring of trade finance transactions for Bank clients

Deals structuring and presentation at credit committee

Development of Structured Trade Finance products (export-import commodity financing, short/midterm financing, documentary operations)

Arrangement of financing with participation of related Alfa-Bank's CIS subsidiaries, Amsterdam Trade Bank as well as long-term financing under ECA cover, namely Euler Hermes and EFIC

Preparation and approval of documentary base for each trade finance transaction

Full maintenance of trade finance transactions