

ANDREY KALIMBETOV

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SUMMARY

Strategy and research consultant with experience in advising CIS energy and commodities clients. Combine economic and market analysis, AI-informed methods, and geopolitical-risk judgement to turn complex market dynamics into decision-ready recommendations for C-suite stakeholders. Russian native and English fluent (C1).

EDUCATION

MGIMO University, Moscow¹ — M.A., Political Science 2026

Faculty of Management & Politics Science: program of International Political & Business Consulting

– Master’s research focus: The application of machine algorithms in the context of social and political conflicts within Southeast Asian nations

MGIMO University, Moscow — B.A., Public & Municipal Governance 2024

Faculty of Management & Politics: program of Global Project Management in Public and Private Companies

EXPERIENCE

Senior Consultant — ICS Consulting, Moscow Oct 2024 – Present

Energy & commodities advisory

- Started as Junior Consultant (2024), then was promoted to Consultant (2025) and later to Senior Consultant (2025)
- Advised LUKOIL Group (major Russian oil & gas) on 5-year category strategies (procurement) across 8+ projects in upstream, petrochemicals, and transport; delivered a validated Group-wide supplier pool generating USD 13.5M in cumulative economic impact — as sole consultant or project lead reporting to C-suite.
- Lead cross-border strategic-partnership work spanning multiple countries, assessing regulatory, legal, and commercial considerations across jurisdictions and aligning stakeholders.
- Ran an independent macro study of executive decision-making in Russia under economic turbulence (Excel, Power BI); generated 3 new client leads now in commercial negotiations with the firm.
- Built an automated tool screening UN/HS tariff codes and export–import flows across 190+ countries; deployed live in C-level strategy sessions to validate trade and supply-chain hypotheses in real time.
- Built a product-diversification strategy for an oilfield-services company using the Blue Ocean framework, unlocking up to USD 10M in additional economic value for the client.
- Co-founded a self-initiated AI supplier-discovery venture for vertically-integrated companies, leading positioning and the investment case; won selection into Sberbank’s (Russia’s #1 bank) startup accelerator, now in expert due-diligence.
- Finalist, Changellenge Cup Russia 2026 (national business-case competition); delivered a guest keynote at MGIMO (“The Consultant 2030,” 200+ students) and led talent initiatives.

Sustainability Analyst (Intern) — EL5-Energo, Moscow Aug – Oct 2023

Renewable energy sector

- Analyzed waste structure for a major Russian renewable-energy company; findings integrated into the company’s public ESG disclosure and sustainability reporting.

SKILLS & TOOLS

Analysis: Hypothesis-driven problem solving (MECE, issue trees, Pyramid Principle) · macro & scenario analysis (PESTEL, Scenario planning (2×2)) · industry & competitive diagnostics (Porter’s Five Forces, VRIO, value chain) · portfolio & growth strategy (BCG matrix, GE-McKinsey nine-box, Ansoff matrix, Blue Ocean approach) · market sizing (GTM Strategy, TAM/SAM/SOM) · geopolitical & political-risk assessment · AI/ML-driven analysis · commercial due-diligence (profitability & cost-driver analysis, business-model analysis) · project management · data interpretation (exhibit / chart analysis, data-driven insight synthesis, KPI/dashboard analysis)

Tools: MS Excel · Power BI · PowerPoint (Think-Cell) · Confluence · data visualization · automation (R-studio) · wide range of AI tools

Languages: Russian (native) · English (C1, fluent) · French (B1–B2, intermediate)

References and work samples available upon request.

¹ **about University:** MGIMO ranks among the world’s leading universities for Politics & International Studies (QS World University Rankings by Subject) and is Russia’s foremost school for international relations and diplomacy.