

Denis Kapliy

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EDUCATION

September 2011-June 2015

National Research University Higher School of Economics (HSE), Department of Business and Management Bachelor in Management and Business Administration

Thesis: "Strategic analysis of wholesale IT business in Prolouge-Reserve, ltd.

- Ranked in the top 20% of students
- Founding member of the HSE debate club
- Coursework: Financial Management, Labor Economics, Business Ethics, Security Management for Business, Human Resource Management, Taxes and Taxation, Marketing, Optimization Methods, Business Law, Management Information Systems.

TEACHING & MENTORING EXPERIENCE

September 2011-December 2015

Self-employment

Private tutor, English

- Private tutoring practice with 25+ students
- Developed comprehensive learning programs for adults, students and children spanning all levels from beginner to advanced
- Successfully prepared 7 students for college entrance exams in the US and Great Britain
- Delivered seminars on "English for Business" at startups in Russia
- Helped graduate students translate their research into English

WORK EXPERIENCE

March 2014-August 2014

Prolouge-Reserve Ltd., Moscow, Russia

Internship

- Established sales objectives, tracked sales volumes and profit margins for a range of IT products
- Monitored competition, supply and demand in the market, and overall economic climate
- Directly engaged with corporate and retail customers

CAMPUS ACTIVITIES AND LEADERSHIP

November 2012-February 2015

Higher School of Economics Consulting Club

Member

- Organized a regular "TED Talks" series on campus and delivered several talks on business leadership
- Led a team that took the 1st place in the consulting case study competition focused on the Starbucks' business plan in Russia

SKILLS

Technical:

- Advanced PC User
- Microsoft Word, Excel, PowerPoint
- SPSS Statistics
- Accounting Software (1C Enterprise 8.2)
- Basic SAP ERP training

Languages:

- English
- Russian