

# Oleksandr (Lex) Parkhomenko

## Chief Executive Officer (CEO)

+1 (646) 639-6446 • Simpsonville, SC • lex@lex.ceo

---

### SUMMARY

I will take your business to the top of the US and international markets. My expertise guarantees industry leadership and a dominant market position, regardless of your company's current standing.

Results-driven executive with 22+ years of experience accelerating business growth and international market penetration. As CEO/Managing Director, I have consistently delivered exceptional ROI, increasing revenue by up to 300% and market share by 30% for leading companies.

My proven expertise includes spearheading expansion across Ukrainian, European, and North American markets, achieving hundreds of percent sales growth in highly competitive environments. As a motivational leader, I focus on creating high-performing teams that regularly exceed challenging sales goals.

I'm ready to leverage my expertise and leadership to propel your business to the top of US and international markets, securing industry leadership and a dominant market position.

---

### WORK EXPERIENCE

#### President & CEO, **TOPUS INC.**

*Aug 2017 – Now*

As the owner of an exclusive franchise for company registration and business services in the United States, I was responsible for developing and successfully implementing comprehensive strategies to drive global business growth. These strategies enabled me to reclaim market share from competitors and attract a substantial number of new clients from around the world.

To achieve these goals, I effectively leveraged the resources and expertise of four companies located in the USA, the UK, Estonia, and Ukraine.

- Developed and implemented strategies driving global business growth.
- Achieved a 500% revenue increase while reducing expenses by 30%.
- Drove a 200% growth in 2022 by overhauling underperforming departments.
- Established short-term and long-term financial and expansion objectives.

#### General Manager, SBNEO LLC

*Oct 2012 – Aug 2017*

- Spearheaded a team of 16 employees at a real estate assessment firm.
- Generated 30% of new accounts each quarter, significantly contributing to annual growth.
- Facilitated new business development by forging partnerships and enhancing existing relationships.

#### Branch General Manager, NADIYA LLC

*Oct 2009 – Nov 2011*

- Oversaw the successful opening and launch of the Sumy branch.
- Transformed the branch into the most profitable one among 15 branches across Ukraine.

## Regional Director, Telesystems of Ukraine (PeopleNET)

*Dec 2007 – Oct 2009*

- Performed project management for the “Telesystems of Ukraine” (TM PeopleNET) with a revolutionary 3G cell phone and internet network, promoting CDMA2000 1x EV-DO services.
- Managed the first customer installations in Sumy before the customer services center opened.
- Promoted 3G internet services through dealers and sub-dealers, generating 500% of annual profit and receiving the Award from the general manager for my achievements.
- Supported the development of the largest and fastest cell phone and internet service network in Ukraine.

## Country Manager, NETZSCH Mohnopumpen GmbH

*Aug 2004 – Dec 2007*

- Served as an official representative of a German pumping equipment company’s Ukraine operations, Increased sales by +300%.
- Supported market research, environmental analyses, participation in tenders, sales strategy development and product launches around the country.
- Contributed to planning, budgeting, account management and accounts receivable.
- Partnered with major clients, including Tetra Pak Ukraine, Procter & Gamble Ukraine, Svitoch, Torchyn, Chumak, Sandora, Vitmark, Nestle and Sun InBev.

---

## EDUCATION

Master’s Degree, Business Management/Business Administration, Ukrainian Academy of Banking of the National Bank of Ukraine

*Sep 2002 – May 2008*

---

## SKILLS

- Business Strategy
- Business growth
- International market development
- Strategic planning
- Project management
- Leadership
- Motivational communication
- Diplomacy
- Strategic Partnerships
- Building New Business
- Business Management
- Go-to-Market
- Sales management
- Financial management
- Team building
- Executive Coaching
- Relationship management

---

## LANGUAGES

- English
- Russian
- Ukrainian
- Italian