



Kirill G. Korniliev

Vice-President for Sales, Head of IBM Industrial Solutions in Central and Eastern Europe

Professional experience

Kirill became a technical director of «Kudiz-obraz» and in May 1993 started working as a coordinator in the training center of IBM Eastern Europe /Asia.

Very soon Kirill was made head of training center of IBM Eastern Europe /Asia, in charge of IBM clients and partners trainings.

In December 1996 Kirill Korniliev was moved to IBM Europe training center in Brussels. His task was to implement the remote learning project for the professional reeducation of IBM Europe, Middle East and Asia staff. In May 1997 Kiryl G. Korniliev was appointed executive director IBM Eastern Europe/ Asia. For one year he had been controlling the operations of IBM Russia and CIS, being in charge of the company's strategic planning, sales forecast, reporting. His successful work on this position allowed Kirill G. Korniliev to be appointed regional Marketing&development director in September 1998 with responsibilities for finance and key client service support, including technology and office operations. Since May 2002 Kirill G. Korniliev took the position of the general director IBM Eastern Europe /Asia.

Education and professional qualifications:

Moscow Engineering Physics Institute, faculty of cybernetics, 1984

Moscow Engineering Physics Institute, PhD in Technical Sciences, 1990

Henley Management College, UK, MBA degree, 2003