Yuriy Tomaev

Business Development Director

Telegram: @Methos2024
E-mail: syscreator2025@gmail.com
Website: https://syscreator.org
LinkedIn: yury-t-36899817
Availability: remote / hybrid / location by agreement

Professional profile

Business Development Director with 20+ years of experience in launching business lines, developing partnerships, negotiating and implementing complex digital solutions.

Identify growth opportunities, turn them into customer proposals, agree terms and organise delivery through to implementation. Build collaboration between company leadership, government customers, users, partners and project teams.

Key competencies

Launching business lines · Partnerships · B2B/B2G negotiations · Government contracts · Commercial proposals and agreements · Stakeholder coordination · Solution implementation and support · Product and project management · Agile/Scrum · CustDev · Unit economics · Government relations (GR)

Professional experience

Sweet Georgia LTD

CEO / Project Lead / Business Development Lead | 2014 - 2026

Managed the creation of the Sweet Georgia digital platform and the automation of tourism business processes. Built the operating model, international partner network and relationships with service providers; organised customer service and quality control.

Results

- Created a digital platform and processes for managing tourism services.
- Built a catalogue of 750+ accommodation properties.
- Established a partner network of tourism service providers, agencies and representatives in several countries.

SibWAY LLC

CEO / Owner | 2014 - 2016

Led the software solutions business for government customers. Organised tender and contract documentation, participated in procurement procedures and the conclusion of government contracts. Built relationships with ministries and agencies, coordinating the customer and project team from requirements agreement through implementation and support.

Results

- Secured government contracts for software development.
- Organised implementation and support for solutions connected to SMEV, ESIA and government services.

Professional experience - continued

Development Group LLC / TIK Region

Strategic Development Director | 2007 - 2014

Initiated the creation of a regional social protection system. Established contact with government customers and developed the concept jointly with them. Organised agreement on terms and requirements, connecting customer leadership, domain specialists, future users and the delivery team.

Results

- The system was developed and implemented in four regions.
- The platform served as a digital social protection system for 1,500+ professional users.
- Implemented integrations with the federal SMEV and ESIA services.
- The project received the System of the Year award under the Electronic Russia programme.

NPO Luch

Production Complex Director | 2003 - 2007

The production complex was established to develop the company's IT activities. Organised the creation of infrastructure and in-house management systems, collaboration with departments, and automation of order tracking and accounting.

Results

- Replaced three standalone computers with a local network of 200+ PCs and deployed around five servers.
- Developed an in-house order tracking and accounting system.

Education

Tashkent Polytechnic Institute, 1989
Automation and Telemechanics; Automated Control Systems

Languages

Russian - native · English - B2 · Spanish - B1
Georgian - A2 · Uzbek - B1

Possible forms of cooperation

An employed role as Business Development Director or Head of a Business Line; project-based engagement; advisory / consulting work; partnership participation.