

# Nikita Fomychov

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## EXPERIENCE

### Sintez Group & Co LLC

Odesa, Ukraine

Head of Logistics (promoted from Execution Manager)

Jul 2023 – Present

- Oversee end-to-end logistics for agricultural commodity exports (grains, pulses, oilseeds, meals) across Europe, Asia, and the Middle East; coordinate with carriers, freight forwarders, and port agents across 100+ active trade destinations
- Expanded carrier base from single-line dependency to a full multi-line network — establishing direct relationships with CMA CGM, MSC, AKKON, and COSCO; negotiate rates on every direction to consistently secure competitive freight conditions
- Delivered \$150k+ in freight savings through proactive rate benchmarking, carrier diversification, and freight forwarder engagement — directly contributing to measurable growth in company sales volume
- Resolve demurrage & detention disputes through independent laytime recalculations referencing NOR, Statement of Facts, charter party clauses, and applicable exceptions; recovered \$80k+ in erroneous charges
- Designed and implemented a company-wide invoice verification system for container bookings, scaled across the logistics team with formal quality control standards; maintain zero compliance violations

Trader — Grains, Pulses, Oilseeds & Meals

Mar 2024 – Present

- Execute international commodity sales under GAFTA/FOSFA contracts; responsible for pricing strategy, Incoterms selection (EXW, CPT, DAP, FOB, CFR, CIF), and payment term structuring (CACD/CAD, Open Account)
- Manage buyer relationships across Europe, Asia, and the Middle East; conduct cargo quality dispute resolution with formal responses referencing contract terms, survey evidence, and applicable GAFTA/FOSFA rules
- Represented Sintez Group at Gulfood 2025 & 2026 (Dubai), acquiring new international clients

### TITUL-IT · Digital Agency (Co-Founded)

Ukraine

Co-Founder & Digital Marketing Specialist

Jan 2019 – Jun 2023

- Built and delivered custom websites using Vue.js, React, WordPress, and Tilda — from landing pages to multi-page brand sites; developed UI components in HTML/CSS; managed projects from brief to final delivery
- Planned and executed targeted advertising campaigns on Meta (Facebook & Instagram Ads) and Google Ads — audience segmentation, A/B testing, creative iteration, and budget optimization; drove traffic via push notification networks (Push.House) to maximize campaign reach
- Managed full creative production in Canva and Photoshop — social media layouts, ad creatives, and promotional materials; handled brand Instagram accounts end-to-end: content strategy, publishing, and community growth

## KEY ACHIEVEMENTS

- **\$280,000+ in Cost & Freight Savings** — through demurrage audits (\$80k+), invoice verification (\$50k+), and freight rate optimization (\$150k+) across 100+ destinations via direct relationships with CMA CGM, MSC, AKKON, COSCO, and Maersk
- **Promoted to Head of Logistics** — advanced from Execution Manager within 12 months, taking full oversight of logistics operations, team management, and carrier negotiations across all trade directions
- **Zero Compliance Violations** — introduced sanctions and end-destination clauses into standard contract templates; maintained a clean compliance record across all export transactions at Sintez Group

## SKILLS

**Trade & Contracts:** GAFTA/FOSFA, Incoterms 2020, charter party analysis, demurrage & detention, CACD/CAD/Open Account

**Logistics:** Freight negotiation, export compliance, export documentation, container & bulk shipping

**Commodities:** Grains (wheat, corn, millet), pulses (peas, lentils, chickpeas), oilseeds (sunflower, flax, rape, soybeans), meals

**Digital & IT:** HTML/CSS, web development (Vue.js, React, WordPress, Tilda), Meta Ads, Google Ads, push network advertising, MS Excel (advanced), cargo tracking platforms

**Languages:** Ukrainian (native), Russian (native), English (upper-intermediate)

## EDUCATION

### Odesa I.I. Mechnikov National University

Odesa, Ukraine

Bachelor of Laws (LLB) · Economics & Law

Sep 2021 – Jun 2025

### Institute of Computer Systems (ICS) at ONPU

Ukraine

Computer Science

2017 – 2019

### Computer ITSTEP Academy

Ukraine

Information Technologies & Computer Science

2016 – 2021