

Victor Sherstyuk

Banking & FinTech Executive

Open to opportunities · Tashkent, Uzbekistan

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Professional profile

Executive with 25+ years of experience in banking, SME business and digital transformation. More than 50 projects across 20+ companies and banks, with practical experience in Uzbekistan and Russia. Experience as COO and in banking product management, credit processes, regional teams and business analysis.

Leadership opportunities

Operations leadership / COO; SME and corporate business development; transformation and change programmes; banking and FinTech business development in Uzbekistan.

Experience in Uzbekistan

OZPLANET

Chief Operating Officer · Uzbekistan · previous role

Organised factoring platform operations, managed relationships with partner banks and worked on building the sales system.

SUNTRONIX / FULL STACK SOLUTIONS

Consultant / Business Analyst Team Lead · Uzbekistan · 2020-2024

Led business analysis for Oracle Siebel CRM, SAP DWH and SAP HANA reporting projects. Contributed to an AI pilot project. Supported the National Bank of Uzbekistan's five-year strategy and Agrobank's service model and customer service standards.

IPC GmbH / EBRD PROJECT

Bank Adviser · Uzbekistan · 2018-2019

Contributed to the programme launch at the National Bank of Uzbekistan: recruiting and training specialists, credit committees and quality control of credit analysis.

Project context

Uzbekistan banks: National Bank of Uzbekistan, Agrobank, Asaka Bank and Universal Bank. International consulting: IPC GmbH (Germany), an EBRD project and Suntronix PTE (Singapore).

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Banking and leadership experience in Russia

Sberbank / 2017-2018

Head of Small Business Sales. Introduced a new sales model in the Moscow Bank branch network.

AK BARS BANK / 2017

Head of Small Business Development, Moscow branch.

Alfa-Bank / 2014-2016

Head of Mass Business Credit Products. Product Owner for SME credit products.

Russian Agricultural Bank / 2013-2014

Head of Credit Process Organisation; Acting Director of the Microbusiness Department.

NOMOS-Bank / 2010-2013

Head of Technology Development and Sales Support, SME Department.

VTB 24 / 2006-2010

Director of SME Lending. Oversaw 10 regional SME lending units.

Vneshtorgbank / 2004-2006

Head of SME Lending, Tagansky Credit Centre.

Earlier experience: bank auditing, commercial bank inspections at the Central Bank of Russia, Industrial and Construction Bank of St Petersburg, and financial management at Tomskenergo.

Core expertise

SME business development · credit and transaction banking products · factoring · credit analysis · partner channels · loan origination workflows · project management · business analysis · CRM / BPM / DWH · Agile / Scrum.

Education and professional development

Tomsk State University — Faculty of Economics · Finance and Credit

Yandex Practicum — Systems Analyst · professional retraining

VTB Corporate University — Mini MBA · Energy of Leadership

American Bankers Association — BankExec International Program

Academy of National Economy under the Government of Russia — Bank asset and liability management

IBM SkillsBuild — Artificial Intelligence Fundamentals

Russian — native · English — intermediate