

Valerii Korobeinikov

Enterprise Architect who speaks business

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EU/UK · US · GCC

PROFESSIONAL SUMMARY

Enterprise Architect with 20+ years aligning IT strategy, project portfolios, and technology spend with business priorities for senior leaders in regulated industries — telecom, aviation, oil & gas, retail, industrial manufacturing, and the public sector. Works at the business–technology interface, using enterprise architecture as a decision discipline rather than documentation, with particular depth in the **product domain** — structuring product portfolios and aligning product strategy with business goals. TOGAF 10 Certified; trusted to frame high-stakes decisions, surface trade-offs, and bring order when the path forward is unclear.

CORE COMPETENCIES

- **Enterprise architecture** — target-state design, capability mapping, business & information architecture (TOGAF 10)
- **IT & business strategy** — strategy development, portfolio rationalization, TCO optimization, crisis management
- **Product-domain architecture** — Product / Offer / Bundle / Catalog modeling, product-portfolio harmonization
- **Post-M&A integration** — operating-model harmonization, process reengineering, IT-landscape realignment
- **AI & cloud** — multi-agent orchestration (CrewAI, Microsoft AutoGen, Semantic Kernel, OpenAI); AWS, GCP, Azure migrations
- **Delivery** — Agile/Scrum and Waterfall; dynamic strategy management

EXPERIENCE

EPAM Systems — Enterprise Architect / Product Manager

2021 – present

Customer-side enterprise-architecture lead for international clients in regulated industries (oil & gas, industrial manufacturing, telecom, retail), focused on product-domain architecture and product strategy, plus internal AI product work at workforce scale.

- Led product strategy for an internal AI employee-assistant platform now serving 68,000 employees across 58 countries — unified onboarding for 90% of new hires and self-served 80% of routine HR requests.
- Structured an AI-enabled redesign of compensation planning at a major Middle East oil & gas operator — compressed the cycle from 11 weeks to 1–2 weeks (10× faster).
- Framed the subscription-management blueprint a European industrial equipment manufacturer needed to shift from product sales to a service business — bridged CRM ↔ subscription ↔ ERP into one order-to-quote flow.
- Led multiple engagements with a national telecommunications operator — product-domain architecture and a digital-service marketplace transition.

Transitrix — Founder / Product Manager

2019 – present

- Framed and led Transitrix-DSM (Enterprise Architecture Management product) to MVP — a practitioner-first tool that turns static EA planning into dynamic, timeline-first strategy management; now in pilot conversations with mid-market clients.
- Structured an AI-agent proof-of-concept compressing enterprise product-development cycles 5× — multi-agent architecture (CrewAI, AutoGen) with a RAG-based organizational knowledge layer; demoed to a vertically integrated oil & gas company.

Domodedovo Airport Group — Enterprise Architect / Head of IT Strategy

2019 – 2021

Evolved from Chief Architect in the parent airport's Strategic Group to Head of IT Strategy at Domodedovo Integration (DI), the airport's IT subsidiary; scope spanned the group's 19 legal entities.

- Consolidated Domodedovo Airport's product portfolio from 4,600 to 1,200 offerings across 19 legal entities — preserved profitability and cut time-to-market 3x through a unified product-management methodology.
- Framed Domodedovo's enterprise IT strategy — aligned fragmented IT plans with business goals and selected major vendors (SITA, Amadeus, Fujitsu) on strategic fit rather than feature checklists.
- Restructured Domodedovo Integration (DI) from an internal-only IT provider into a dual-model business with external revenue — securing the subsidiary through the pandemic-era aviation collapse.
- Structured the airport's annual enterprise strategy as a risk-management discipline — threat assessment and response plans that proved critical when 2020 pandemic scenarios activated.

Gamma — Founder / Solution Architect

2012 – 2019

Founder and Solution Architect of a consulting and engineering firm; greenfield builds and IT transformation across retail, transport, and finance.

- Led the greenfield build of a car-sharing service platform from concept to production launch in 20 months — IoT-integrated fleet management on AWS, iOS and Android apps; later migrated infrastructure to AWS, cutting operating cost 10x.
- Delivered a private-customer loyalty program and cashless-payment capability at scale for a major national oil company.

Selected earlier engagements

- **Enterprise Architect** — large national telecommunications operator · 2017–2019. Architecture-management process reengineering; single-profile and targeted-marketing initiatives.
- **Project Manager / Business Analyst** — public-sector sports-medicine programme · 2012–2015. Medical analytics platform supporting national-team preparation for the 2014 Winter Olympics.
- **Course developer & instructor** — EdTech platform · 2024–2025. Professional-development content (parallel engagement).

EDUCATION

- **MBA, Business Analysis** — Higher School of Economics (HSE)
- **MSc, Computer Systems and Networks**

CERTIFICATIONS

- TOGAF 10 Certified Enterprise Architect (2024)
- AWS Certified Solutions Architect
- Google Cloud Digital Leader

TEACHING & MENTORING

- University lecturer in Project Management and Enterprise Architecture (2016–2018).
- Author of courses on management, enterprise architecture, and rhetoric — taken by 3,000+ students; also trained 60+ staff in product management at Domodedovo Airport.
- Ongoing mentorship of new Enterprise Architecture practitioners.