

# SERGII DOVGALENKO, FCIPS

*Procurement, Category & Contract Management Leader, Author & CIPS Tutor*

+380 93 3231400, [sergii@goodspending.com](mailto:sergii@goodspending.com),  
<https://www.linkedin.com/in/sergiidovgalenko>

## PROFESSIONAL PROFILE

International procurement and contract management leader with 20+ years of experience delivering transformations and commercial governance across utilities, aviation, infrastructure, and telecoms. Managed spend portfolios up to \$8B, delivering 15–30% savings.

Hands-on experience across EPC/CAPEX, SaaS, BPO, and indirect procurement.

Trusted C-suite advisor, author of “The Technology Procurement Handbook,” and CIPS tutor.

## CORE SKILLS

**Procurement & Transformation:** Category management; strategic sourcing; strategy and operating model design; spend analysis; governance and reporting; ERP/S2P enablement (SAP, Oracle, Ariba, Coupa); AI and process automation.

**Contracts & Projects:** EPC/CAPEX procurement; FIDIC-based contract frameworks; contract and supplier management; change control and variations; claims and LDs; SLAs and performance.

**Leadership & Coordination:** C-suite advisory; greenfield development and transformation; stakeholder engagement; team formation; cross-functional and group coordination.

**Sectors:** Public utilities, aviation, railways, telecom services and networks, IT services and development, consultancy and training.

## WHAT I CAN DELIVER

- kick-start the greenfield procurement ground up (strategy to sourcing to competencies)
- develop an average function into a value-generating stakeholder and supplier magnet
- explain, teach, demonstrate any supply chain or procurement topic
- ideate, strategise, plan, and implement complex change programs or rapid overhauls
- lead, implement, and embrace process automation and practical AI (beyond prompting)
- provide practical consultations acting as a subject-matter expert or a devil's advocate
- automate routines and eliminate email reminders, Excel trackers, or offline approvals.

## CAREER HISTORY

**The Chartered Institute of Procurement & Supply (CIPS)** — *Direct Associate (Tutor)* (Nov 2021 – Present)

- Delivered certification training across Levels 2–6 and Advanced Practitioner with 83% satisfaction and +35 NPS; designed bespoke programs for the CIPS Skills portfolio.

**IPSM, Kyiv, Ukraine** — *Freelance Consultant & Trainer* (Jan 2021 – Present)

- Led audits (fraud detection, pre-M&A) and transformations across IT, telecoms, utilities, oil and gas, food, and e-retail; subcontracted for PwC and Strategy&.

**Etihad Water & Electricity, Ajman, UAE** — *Consultant* (May 2023 – March 2026)

- Enabled 15–30% savings across ~\$500M managed spend through category management.
- Contributed to contract management for major EPC projects, including FIDIC-based contract library, change control, claims, and liquidated damages recovery (up to 4%).
- Developed Supply Chain strategy, operating model, and governance; implemented AI-automated processes saving up to ~0.7 FTE per process.

**Ukrainian Railways, Kyiv, Ukraine** — *Chief Procurement Officer* (Jul 2019 – Jan 2021)

- Managed \$1.2B spend and ~150 staff across 36 entities; increased savings from 3.2% to 8.9%, raised tender competition rate by 40%, and delivered 15% headcount optimisation.

**Etihad Airways, Abu Dhabi, UAE** — *Head of IT & Indirect Procurement* (May 2014 – Jul 2019)

- Directed \$500M annual spend and a team of 17; achieved 16% cost savings (2018) from 300+ Ariba sourcing events and delivered up to \$240M/year in global synergy benefits.

**LAP Green Telecom Group, Dubai/Uganda** - *Group Procurement Director* (Mar 2013 - Apr 2014)

**Bakcell, Baku, Azerbaijan** — *Head of Procurement* (Jul 2011 – Mar 2013)

**Bahrain Telecommunications (Batelco)** — *Head of Procurement* (Sep 2009 – Jun 2011)

**Farlep-Invest (Vega Telecom), Ukraine** — *Procurement Director* (Jul 2007 – Aug 2009)

**Golden Telecom, Kyiv, Ukraine** — *Procurement Director; Project Director* (Jul 2002 – Apr 2007)

## EDUCATION & PROFESSIONAL CERTIFICATION

- Fellow (FCIPS) & Direct Associate, CIPS (UK).
- Executive Diploma in Logistics, Plekhanov Supreme School of Economics, Moscow (2007).
- MSc, Applied Mathematics, Shevchenko National University of Kyiv (1996).

## LANGUAGES

English (Full Proficiency), Ukrainian (Native/Bilingual), Russian (Native/Bilingual).

## TECHNOLOGY & TOOLS

ERP/S2P: SAP, Oracle, Ariba, Coupa. AI and Automation: Power Apps & Copilot Studio.