

SERGII DOVGALENKO, Chartered FCIPS

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

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PROFESSIONAL PROFILE

International procurement and contract management leader with 20+ years of experience delivering transformations and functional excellence 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, Excellence, and Transformation: Category management; strategic sourcing; strategy and operating model design; spend analysis; governance and compliance; 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 of procurement; stakeholder engagement; team formation; cross-functional 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 governance to sourcing)
- upscale an average function into a value-generating stakeholder and supplier magnet
- explain, teach, and demonstrate any supply chain or procurement topic
- ideate, strategize, plan, and implement complex transformations 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

CAREER HISTORY

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

- Delivered skills and certification training across Levels 2–6 and Advanced Practitioner with up to 83% satisfaction and +35 NPS. Designed own course in IT Procurement.

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

- Led audits (fraud, pre-M&A) and complex governance and digital transformations across IT, telecoms, utilities, oil and gas, food, and e-retail; subcontracted for PwC and Strategy&. Completed 12 advisory projects in Ukraine, Kazakhstan, and Saudi Arabia.

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

- Enabled 15% savings across \$500M managed spend through category management and governance.
- Contract management for major EPC projects, including FIDIC-based template 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.