

# Aleksandr Kalugin

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## EDUCATION

### Erasmus University Rotterdam

Rotterdam, NL

Bachelor of Science (BSc) in Economics and Business Economics

Sep 2022 – Jun 2025

Major: Urban, Port and Transport; Minors: Port Management and Maritime Logistics, Entrepreneurial Finance, Financial Markets

Relevant Coursework: Data Analytics (Excel, SQL), Organisation and Strategy, Mathematics and Game Theory, Finance

Leadership Roles: Business Development Committee – ECE Students; Tech Trip Committee – Tech Consulting Group

Thesis: Are Carsharing Services Serving Underserved Neighborhoods? An Analysis of Transport Inequality

### Financial University

Moscow, RU

Bachelor's in International Finance

Sep 2021 – Jun 2022

"Gold of the Strong" Scholarship recipient; Dean's Recognition for university contributions

Vice President – Case Club; National Case Championship Awards: Top 15% & Top 25%

## WORK EXPERIENCE

### Philips

Amsterdam, NL

Strategy & Quality Transformation Intern

Jan 2025 – Oct 2025

- Supported multiple **Waterfall projects** in **MS Project** for cross-regional cultural change to align quality mindset across BUs
- Developed high-impact presentations in **PowerPoint** and **PowerBI** for senior stakeholders to track progress on KPIs
- Facilitated communication between **Quality IR and commercial teams** to enhance adoption of new tools
- Coordinated engagement surveys across markets, boosting scores by **10–23%**
- Created **change-management** materials and **communication assets** to support adoption of new tools and processes

### TNW (The Next Web), a Financial Times company

Amsterdam, NL

Open Innovation Analyst Intern

Feb 2024 – Aug 2024

- Scouted **600+ startups** for client partnerships; led outreach and C-level calls, securing **12 new partners**
- Built **automated** Google Sheets systems to streamline startup shortlisting and boost selection precision
- Supported open innovation programs for **IKEA, SHV Energy, Vodafone, Heineken, Facilicom, and Dura Vermeer**
- Co-led a LinkedIn campaign and research on **Generative AI** use cases in corporate environments
- Supported TNW Conference 2024, assisting **VIPs, speakers, and investors** to elevate engagement

### Sibneft

Moscow, RU

Business Analyst

Oct 2022 – Nov 2023

- Supported a **\$50M+** oil trading division by conducting advanced analysis in Excel, contributed to an airline tender and optimized international logistics, resulting in a **12% monthly reduction** in operational losses

### Rosatom

Moscow, RU

Product Management Intern

Feb 2022 – Jun 2022

- Supported Rosatom's **\$13.4B** high-tech group (276,000+ employees) in its **B2C expansion** by aiding the Karusel acquisition (30M users, 10 cities) and co-developing EV charging operator strategy

### Russian Railways

Moscow, RU

Supply Chain Intern

Oct 2021 – Jan 2022

- At Russian Railways (**\$38.6B**, 740K+ employees), implemented a Digital Grain Elevator system using drones and wearables, reducing loading time by **20%**, boosting capacity by **9%**, and creating **100+ jobs** in Kuban

## ACTIVITIES

### Erasmus Tech Community

Rotterdam, NL

Vice President

Jun 2024 – Aug 2025

- Revamped the **association's structure** using Slack, Miro, and Google Suite, implementing Agile and **restoring reputation**
- Organized **9 high-quality events** with IBM, Microsoft, EY, and others, securing over **€5,000 in funding**

## ADDITIONAL

**Technical Skills:** SQL (Intermediate, Postgre/My), PowerBI, Excel, Productivity Suites (Microsoft, Apple, Google), Market Intelligence (Crunchbase, Tracxn, Dealroom, Apollo.io), STATA, Python (Basic), Git (basic) CRM (HubSpot), GenAI, Workflow Automation (Zapier, n8n), LLMs, A/B testing, Figma, Jira & Confluence, Asana

**Languages:** Fluent in English, Russian; Dutch in learning (A2)

**Certifications & Training:** Project Management Specialization (Google, 94 hours), Marketing Crash Course (LifeVersity)

**Awards:** Olympiad Team Captain: 7x National Academic Champion (Economics, Social Studies, English) - high school level

**Side Projects:** **go ENGLISH | go DUTCH** (CEO, 8x revenue YoY, 90+ students, team 2→6, churn <10%); **Textum** (co-founded AI-driven scientific platform, B2B SaaS; sold to 5+ laboratories, 5000+ searches, team of 5); **PocketStack** (explored cashless tipping in NL, 40+ user interviews, MVP tested); other MVPs and idea validations (unlisted)

**References:** Available upon request and listed on LinkedIn