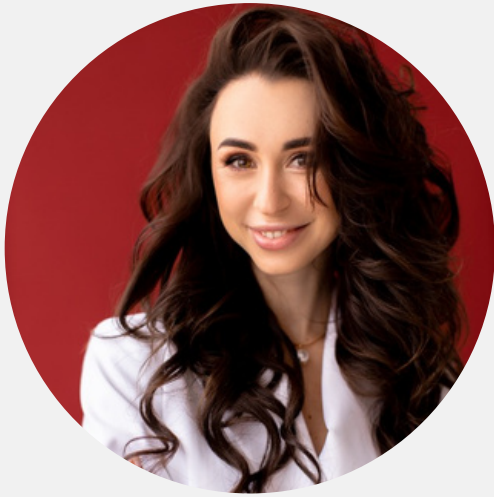




VALERIIA GRANKINA

OPERATIONS DIRECTOR | PRINTING &
PACKAGING MANUFACTURING | BUSINESS
TRANSFORMATION

PROFESSIONAL SUMMARY

Operations Executive and Entrepreneur with 14+ years of experience in printing and packaging manufacturing, business transformation, operational excellence and organizational development.

Proven track record of scaling production from 200,000 to 5–6 million units per month, implementing Lean Manufacturing, building KPI systems, management accounting frameworks and high-performing teams.

Extensive experience across offset printing, digital printing, packaging production, labels, pharmaceutical leaflets and commercial print products.

Strong expertise in prepress, press and postpress operations, quality control systems, color management, ISO-based processes and continuous improvement initiatives.

Experienced in leading cross-functional teams across Operations, Sales, Finance, HR, Marketing and Process Automation, driving sustainable business growth, operational efficiency and organizational change.

CONTACT

📍 Sofia, Bulgaria

🌐 Open to international projects and relocation

🏢 Open to relocation, international assignments and hybrid leadership opportunities.

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INDUSTRIES

- Printing Manufacturing
- Packaging Manufacturing
- Pharmaceutical Packaging
- Labels & Leaflets Production
- Carton Packaging
- Commercial Printing
- Sportswear & Apparel
- Retail & Wholesale

EXECUTIVE SNAPSHOT

- 14+ years of leadership experience
- Production growth: 200K → 5–6M units/month
- Defect reduction: 5% → 0.3%
- Team management: 50 employees
- Direct reports: 8
- Executive MBA
- Lean Manufacturing
- International business development experience

EDUCATION

Senior Executive MBA

International Management
Institute (MIM-Kyiv)

Master's Degree in Economics, with honours

O.M. Beketov National
University of Urban Economy in
Kharkiv

Bachelor's Degree in Economics, with honours

O.M. Beketov National
University of Urban Economy in
Kharkiv

Specialist Degree in Law

H.S. Skovoroda Kharkiv National
Pedagogical University

EXECUTIVE EDUCATION & PROFESSIONAL DEVELOPMENT

CEIBS (China Europe
International Business School,
China)

**Leadership and Team
Management** — MIM-Kyiv
Strategic Marketing — MIM-
Kyiv

Brand Management — KMBS

**Corporate Finance for
Executives** — KMBS

Lean Manufacturing

Unicity Business Institute

KEY ACHIEVEMENTS

- **Scaled monthly production** output from 200,000 to 5–6 million units.
- **Built customer retention** and customer acquisition systems that supported long-term business growth.
- Implemented **Lean Manufacturing** and reduced the production defect rate from 3–5% to 0.3%.
- Developed and implemented **KPI systems** for employees and departments.
- Built the company's management accounting system from scratch.
- **Automated production** and office processes using custom-built tools and solutions.
- Managed a manufacturing team of approximately 50 employees.
- Built **HR systems** covering recruitment, onboarding, performance evaluation and employee development.
- **Author** of the professional book “Packaging is Art”.
- Author of professional industry publications in Ukraine, Germany and Bulgaria.

PROFESSIONAL EXPERIENCE

FIRST DEPUTY DIRECTOR

Slavena LLC | Printing & Packaging Manufacturing Company
Manufacturer of carton packaging, pharmaceutical leaflets, labels and printed materials for B2B customers in the pharmaceutical, food and cosmetics industries.

Manufacturing company serving pharmaceutical, food and cosmetics sectors with production volumes exceeding 5 million units monthly.

2012 — Present

Progressed from Customer Relations Manager to First Deputy Director of a manufacturing company. Extensive experience in pharmaceutical packaging, inserts, labels and regulated printing products.

Key Areas of Responsibility

Operations Management

- Managed and controlled the full production cycle.
- Built and optimized business processes.
- Planned production and monitored order execution.
- Coordinated cooperation between all company departments.
- Developed internal regulations, standards and operating procedures.

Business Development & Sales

- Built customer retention and acquisition systems contributing to 25x production growth.
- Developed the existing client base.
- Built systems for attracting new customers.
- Established long-term partnerships with clients.
- Improved the quality of customer service.

TOOLS AND SYSTEMS

- Microsoft Excel (Advanced)
- Google Workspace
- ERP Systems
- KPI & Performance Management Systems
- Process Mapping
- Lean Manufacturing Tools
- Financial Reporting Systems

CORE COMPETENCIES

- P&L Management
- Change Management
- Operational Excellence
- Operations Management
- Business Scaling
- Lean Manufacturing
- Production Management
- People Management
- KPI Systems
- Management Accounting
- Business Process Automation
- Financial Analysis
- Sales
- Business Development
- Marketing
- Project Management
- Negotiations
- Strategic Planning
- Offset Printing
- Digital Printing
- Packaging Production
- Prepress Operations
- Postpress Operations
- Quality Management
- ISO Standards
- Color Management
- Production Planning
- Continuous Improvement

People Management

- Managed recruitment and onboarding processes.
- Developed motivation and KPI systems.
- Built HR processes within the company.
- Contributed to talent pipeline development.
- Supported the development of corporate culture.

Finance & Analytics

- Built the management accounting system.
- Analysed business process efficiency.
- Controlled production costs.
- Participated in financial planning.
- Prepared management reports.

Automation & Business Development

- Developed custom automation tools based on Excel.
- Automated product cost calculation.
- Implemented new software solutions.
- Optimized production and office processes.

Key Results

- Increased monthly production volumes from 200,000 to 5–6 million units.
- Implemented Lean Manufacturing.
- Reduced production defect rate from 3–5% to 0.3%.
- Built the company's management accounting system.
- Developed and implemented KPI systems for employees and departments.
- Automated key business processes.
- Built a system for customer base development.
- Managed a team of approximately 50 employees and around 8 direct reports.

ENTREPRENEUR & FOUNDER OF THE INTERNATIONAL SPORTSWEAR BRAND NAI×NAI

2023 — Present

International sportswear brand for rhythmic gymnastics, dance, fitness and active lifestyle.

Selected achievements

- Founded and launched an international sportswear brand from concept to market.
- Built an international production chain involving suppliers and manufacturers across multiple countries.
- Developed B2B partnerships and retail distribution channels.
- Established cross-border logistics and sales operations.

PRINTING TECHNOLOGIES & EQUIPMENT

- Heidelberg Offset Presses
- Koenig & Bauer Rapida
- Bobst Die-Cutting & Finishing Equipment
- Shinohara Offset Printing Machines
- Cron CTP Systems
- Focusight Inspection Systems
- Yawa Die-Cutting Equipment

EXPERTISE & SOCIAL IMPACT

- Author of the professional book “Packaging is Art” (2021).
- Author of professional articles for industry publications in Ukraine, Germany and Bulgaria.
- Author of publications for specialised pharmaceutical industry media.
- More than 10 years of involvement in charitable projects supporting children.
- Organised support for orphanages and children without parental care.
- Coordinated humanitarian aid for children during the war.

LANGUAGES

Ukrainian — Native

Russian — Fluent

English — B2

Bulgarian — Working proficiency

SECRETARY OF THE ADMINISTRATIVE COMMISSION

City Administration

2010 — 2012

- Prepared legal documentation.
- Provided organisational support for the administrative commission.
- Managed document flow.
- Coordinated cooperation between structural departments.