

BORIS ZAMYATIN

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EDUCATION

Robert H. Smith School of Business, University of Maryland, College Park, MD **2012**
Master of Business Administration (MBA), Focus Areas: Finance, Accounting, Management, GPA 3.71, GMAT 660

- Mayer Fund Analyst (\$2.4 million under management), Member of Finance Association and Entrepreneurship Club

Robert H. Smith School of Business, University of Maryland, College Park, MD **2005**
Bachelor of Science, Majors: Finance, General Business, Major GPA: 3.78, Cumulative GPA: 3.37

- ALM Financial Services, Equity Research Intern
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EXPERIENCE

Thomson Reuters (formerly Manatron, formerly International Land Systems (ILS)), Silver Spring, MD **2010 - Present**
Group Controller of International Government Operations

- Manage the financial operations of the International Government unit, and Ukrainian and Bolivian company offices, by overseeing the collection of revenue, expense control, liquidity position, and any surplus or shortage of funds.
- Develop and execute finance, accounting, budgeting, forecasting and auditing procedures to ensure control over records and reporting of financial information.
- Coordinate with project managers to provide support through financial and managerial information analysis, reports, and recommendations to improve the operating cycle by timely invoicing for payments and collecting on Accounts Receivable.
- Prepare and negotiate contracts on government funded projects with USAID, MCC, and WB, employees, independent consultants, requests for proposals (RFPs), leases, OEM agreements and agreements with local and state government entities.
- Analyze potential acquisitions and prepare financial and strategic valuations for future M&A opportunities.
- Assisted in the preparation of the financial package for the sale of Manatron to Thomson Reuters, a world information leader.
- Devised revenue, profitability and projection models to position ILS for successful sale to Manatron at a 16X EBITDA multiple.

Branch, Banking & Trust (BB&T), Rockville, MD **2009 - 2010**
Financial Center Leader

- Led the team to improve the branch ranking from 43rd to 13th out of a total of 65 branches in the DC Metro region in 8 months.
- Managed a high business opportunity branch by growing the Bank's small business and commercial deposits by 50% to \$40 million, while also expanding the residential and small business loan portfolio, and non-interest income.
- Coordinated with internal and Federal Auditors to ensure that the internal controls were in compliance with FDIC regulations.
- Supervised the staffing of the branch team to include hiring, goal setting, performance reviews and ratings, salary reviews, promotional transfers, training, and terminations.

Branch, Banking & Trust (BB&T), Bethesda, MD **2007 - 2009**
Business Services Officer

- Managed a portfolio of 120 clients with \$20 million in outstanding loans and over \$26 million in deposit balances.
- Performed due diligence in underwriting commercial and real estate deals to evaluate risk and structure financial packages.
- Advised clients on potential improvements to business operations by analyzing the Balance Sheets, Profit and Loss Statements, A/R aging, and construction and pro forma budgets.
- Facilitated the troubled loan process by coordinating with the credit team, attorneys, and distressed loan department to ensure the highest probability of collection of outstanding loans.

Branch, Banking & Trust (BB&T), Silver Spring, MD **2005 - 2007**
Business Banker

- Closed over \$5.5 million in loans for the Bank in 2006 as the 2nd highest performing Business Banker in the DC Metro region due in major part to business development, while growing the portfolio to 55 clients and \$9 million in outstanding loans.
 - Graduated the Management Development Program, a 6 month training program with concentration on management skills, underwriting and analytical skills, communication skills, and negotiation skills.
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ADDITIONAL INFORMATION

- Certified in Reuters 3000Xtra and proficient in Excel, Access, Word, PowerPoint, Bloomberg, and PhotoShop
- Manage a \$100,000 equity and mutual fund portfolio
- Participate in competitive sports leagues in volleyball, softball, and tennis
- Languages: Russian (native), Spanish (conversational)