

# ALEXEI A. NIKOLAEV

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## PROFESSIONAL EXPERIENCE:

- 2010, April 1 - to date** Consultant on Special Projects, IMG  
**2010 – to date** Invited lecturer at the Moscow University for International Relations. Course on Sports Management.
- 2001 – 2009** SFX Sports / Blue Entertainment Sports Television  
**Director, then Vice-President, Tennis Europe** (*duties: signing, promoting and marketing clients, promoting SFX Tennis as a brand in Europe; achievements: operating in a very hostile environment, signed more than 70 clients with some of them being top ten WTA and ITF, winners of Grand Slams and numerous WTA, ATP and ITF events, identified potential stars at the age of 12-13 years old, negotiated deals on the local market, using direct and indirect lobbying and local connections, made SFX Tennis a household name in Russia and Europe*)
- 2000 – 2001** NOVOCOM Sports  
**General Director** (*duties: launching the first ever sports management agency in Russia, getting support for the project from political and business community, establishing international contacts and starting a joint venture with SFX Tennis; achievements: joint venture with SFX Tennis was the only successful cooperation project at that time in Russia*)
- 1995 - 2006** OSCE administration division, (Vienna, Austria)  
**Staff member P-4**
- 1989 - 1992** World Monitor Television (US), Moscow office  
**Consultant** (*duties: consulting WMT on political, economic and mass media issues in Russia, organizing interviews and meetings with prominent politicians and businessmen at the turning point in the Russian history; achievements: WMT reports from Russia were considered ones of the best at that time, particularly coverage of the 1991 coup*)
- 1981 - 1995** Ministry of Foreign Affairs, Moscow, Russia  
*As interpreter worked at top political level for world leaders G. Bush, M. Gorbachev, R. Reagan, E. Shevardnadze, A. Gromyko, H. Kohl, and many others, as well as for the United Nations, OSCE, UNEP, UNIDO, IFC, IMF, EBRD, World Economic Forum, etc.*
- 1980 - 1981** USSR Embassy in the FRG, Bonn  
**Assistant to Ambassador** (contacts with politicians, business and artistic communities, PR projects, logistics, office management)

## EDUCATION:

- 1995 -1996** IMF Course on Economics and Banking, Joint Vienna Institute, Vienna, Austria
- 1993** Professional Management Course, European Parliament, Brussels, Belgium
- 1989** Advanced Course on Economics, Diplomatic Academy of the USSR Foreign Ministry, Moscow, Russia
- 1982 -1983** United Nations Language School, Moscow, Russia
- 1975 -1980** Institute of International Relations (MGIMO), Moscow, Russia, degree cum laude (international business management and international relations), June 1980

## PERSONAL INFORMATION:

Special interests – sports, public relations, psychology of interpersonal contacts.

Highly motivated, dynamic, achievement-oriented with demonstrated ability to work under pressure in a fast-paced international environment, strategic and creative thinking, strong communication skills

Born on December 5, 1957, raised in Austria, Switzerland and the Netherlands, nationality - Russian; son Alexei A. Nikolaev Jr., born 1989.