

KONSTANTIN KUCHUGURIN

CIO · CTO

I run the IT function and change it while the business is running

15+ years in IT leadership. In parallel, for 15 years I was co-founder and managing partner of my own business

Industries: insurance, investment, fintech, e-commerce, public sector, industrial groups

Most of my roles were in companies supervised by the Bank of Russia

Now: Senior Advisor, ORTALEX - advisor to CEOs and boards

from 2022

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SCALE AND RESULTS

₽20B+ (~\$220M) through an online channel · **₽0.5B+ (~\$5.5M)** economic effect · **200+** people · **₽2B+ (~\$22M)** budgets

EXPERIENCE

SRAVNI · CIO, Deputy General Director for IT

Apr 2025 – Jan 2026

Russia's largest fintech marketplace · reporting directly to the CEO

- Rebuilt the IT function into a federated model; SLOs embedded in OKRs; CTO and CISO appointed from within
- Cost per support ticket down 6×, 12× faster response to critical incidents
- Import substitution across three key stacks - Russian solutions 2-5× cheaper than the foreign ones

BCS · CIO, Head of IT for the investment and insurance business

Nov 2022 – Dec 2024

120+ IT specialists · 4 jurisdictions · investment and insurance business

- ₽115M (~\$1.3M) economic effect over two years, landed in the P&L of the business line
- -20% time-to-market · 99.9% availability on critical systems · BCP/DRP across four jurisdictions
- Removed a product duplicate; the successor I prepared now heads IT for the business line

PROJECT AND MANAGEMENT ROLES · Raiffeisen Bank · Arrow Capital (TMH)

Jun 2021 – Sep 2022

- Raiffeisen Bank: built a competency model for an IT function of 1,200+ people - 90 competencies, 300 skills
- Russia - Land of Opportunity: IT strategy for a platform with 4M+ monthly active users
- Arrow Capital / TMH: led IT at the holding's management company and audited the technology function

SOGLASIE · Deputy Head of the IT Department

Sep 2019 – Mar 2021

Top-10 Russian insurer · accountable for B2B, B2C and mobile products

- Rebuilt the B2B platform architecture: split the Oracle ADF monolith into Spring Boot microservices with orchestration; availability rose from 80% to 99%
- -27% time-to-market · ×2 development throughput with no headcount growth

INGOSSTRAKH · From head of internet technology to CTO · head of the IT training centre

Nov 2006 – Aug 2019

Top-5 Russian insurer

- Built the engineering side of the online channel from zero: first policy sold online in 2009 by 2019 the channel delivered ₽20B+ (~\$220M) of cash flow a year
- B2G MVP in 3 weeks · +₽200M (~\$2.2M) from a new line in the first 6 months
- The unit grew from 3 to 80 people
- Created the in-house IT training centre: 1,300 people trained in 18 months

ALICANTE.RU · Co-founder and managing partner · own business

2003 – 2018

- 15 years with my own capital at risk (12 of the 15 alongside my job at Ingosstrakh)
- One client case: from a €75K property to a €1.3M deal

CORE COMPETENCIES

IT strategy · P&L and the economics of IT · target operating model · enterprise architecture · org design and grading · BCP/DRP · ITSM · Data/DWH · cybersecurity · AI in support and software delivery

EDUCATION AND ACCREDITATIONS

MBA in IT, HSE University and CROC OK, 526 hours, 2016 · SFIA Accredited Consultant, 2022 · Project Management, SKOLKOVO Business School, 2020 · Leading SAFe / SAFe PO-PM, 2018

Experience, references with names and titles, writing - kuchugurin.com