

Ivan Ermakov

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sponsorship required

Professional Summary

Delivery and Professional Services leader (PMP) with 20+ years in IT, 15+ of them running software delivery, consulting services, and portfolios in BFSI - asset finance, leasing, and lending. Owned DACH Professional Services P&L on a €10M+ delivery portfolio; built and scaled PMO and Professional Services practices; directed Cloud/SaaS (AWS) and on-premise transformation programmes (teams up to 60) for two of the top 5 European auto manufacturers and leading DACH/UK banks. Hands-on practitioner of AI-augmented delivery: agentic AI tooling, self-built MCP integrations, and multi-agent workflows in daily delivery and analysis work.

Core Competencies

- Extensive programme, delivery, and professional services management experience in BFSI domains (leasing, lending, auto-finance). Led distributed teams of 50+ across Cloud/SaaS and on-premise delivery models, with P&L ownership and financial management of portfolios up to €10M. Certified PMP.
- Deep expertise in software delivery methodologies (Agile Scrum, Kanban, Waterfall) and strong understanding of engineering best practices (CI/CD, TDD, BDD), working daily in environments with these practices. Hands-on background as Scrum Master and Product Owner.
- Proven consulting services management, portfolio governance, and PMO leadership. Strong ITIL foundation with a holistic view of delivery, service desk, and post-production support working as an integrated whole, backed by KPI- and SLA-driven reporting. Track record of spotting underserved client needs and building repeatable delivery solutions around them.

Professional Experience

Solifi (former White Clarke Group) - asset finance and automotive finance **Munich, Germany**
Project Director, Programme Manager February 2017 - present

Led consulting teams and delivery engagements across EMEA and US, delivering enterprise leasing and lending solutions via Solifi Open Finance Platform (SaaS/PaaS on AWS) and on-premise models. Key clients: two of the top 5 European auto manufacturers, leading DACH and UK banks, US credit organizations.

Solifi, post-acquisition (2021 - present): programme delivery across EMEA and US

- Directed large-scale Digital Transformation and Cloud migration programmes across EMEA and US in auto-finance and lending (teams of 30-60): greenfield SaaS implementations, legacy-to-cloud upgrades, and complex Front Office (originations) and Back Office (contract management) deployments across monolithic and microservice architectures - maintaining delivery continuity and client commitments through the White Clarke Group -> Solifi rebrand and post-PE organisational change.
- Piloted AI-augmented delivery hands-on and evaluated AI opportunities for leasing and lending software delivery: agentic coding tools, self-built MCP integrations, and multi-agent workflows - building first-hand judgment on where AI safely accelerates regulated BFSI delivery and where it does not (~30-50% faster analysis and documentation turnaround).
- Engaged with client steering committees, senior stakeholders, and Product organization to translate complex business and regulatory requirements into recommendations driving product strategy and

roadmap; advocated client needs to Product Managers and Owners, tracking end-to-end delivery of roadmap items.

- Functionally led and coached regional project managers (3 PMs) and cross-functional development teams; owned delivery risk management and escalation management up to executive level.

White Clarke Group (2017 - 2021): regional Professional Services and P&L, DACH

- Grew and owned P&L for the €10M+ DACH delivery portfolio (from ~€7M in 2017), driving on-time and on-budget execution across Cloud/SaaS and on-premise implementations while growing service revenue (+20%) through account expansion and new engagement models.
- Played a key role in developing the consulting services practice: sales support and partnership disciplines, pipeline development, account management, vendor and subcontractor management, and repeatable delivery frameworks that increased engagement velocity and client retention.
- Authored the simplified PMI-based Project Management framework for Solifi Professional Services, rolled out organization-wide; drove continuous process refinement and standardization to operate a scalable software services business.

Salym Petroleum Services B.V. (Royal Dutch Shell JV) - Oil & Gas

Moscow, Russia

*IT Projects Portfolio Manager, Head of Data Quality Department
Business Analyst*

August 2012 - January 2017
July 2010 - August 2012

Main responsibilities: Management of the PMO department (6 subordinates - PMs/BAs), contractor teams (up to 30 people/project), IT projects portfolio maintenance, processes improvement, budgeting, contracting, project management.

- Established and scaled IT PMO and consulting delivery function, implementing portfolio governance framework for 30+ concurrent implementations across diverse project types in Oil & Gas sector (€2M portfolio).
- Personally delivered 30+ IT projects including the systems in the automation of procurement, oil production reporting, and document management, delivering measurable operational efficiency gains worth multiples of the project investment.
- Ensured sustainability of enterprise-wide Data Quality processes, boosting reliability of operational and financial reporting.

LLC “LUKOIL-INFORM” - Oil & Gas, IT Services

Moscow, Russia

Project Manager / Deputy Manager of MDM Department

January 2005 - July 2010

- Directed Master Data Management and ERP integration portfolio and 20-member team, aligning IT strategy with enterprise-wide business needs.
- Led migration of legacy MDM solution to Microsoft .NET/BizTalk platform, modernizing infrastructure and reducing maintenance costs.

Education

Moscow Engineering Physics Institute (State University) (MEPhI) Moscow, Russia

- M.S. in Applied Mathematics and Informatics September 1999 - February 2006
- B.S. in Applied Mathematics and Computer Science, Operations Research, Systems Analysis.

Project Management Institute

Project Management Professional (PMP)® - active membership November 2014 - present

Skills

Languages: English (fluent); German (B1, actively improving); Russian (native)

Technical skills:

Project Management: PMI PMBOK, PRINCE2, IPMA ICB; program/programme, portfolio, risk and change management;

Software development methodology: Agile (Scrum, Kanban), Waterfall;

Modelling: UML, ARIS eEPC, IDEF, BPMN;

Business Process Improvement: LEAN Six Sigma;

IT Service Management: ITIL;

Software Delivery Practices: Cloud/SaaS delivery (AWS), CI/CD, TDD, BDD, Product Management;

Products: Atlassian JIRA/Confluence, MS Project/Office/Visio, MS SQL Server, AWS, SAP BO XI, Enterprise Architect, Power Designer, ARIS, ERWin, MS SharePoint;

Technology stack (development background): .NET, SQL, Java, JavaScript, PHP, C/C++. Comfortable engaging with engineering teams on business analysis, architecture, code quality, QA.

AI-augmented delivery: agentic coding tools (Claude Code, Codex), MCP integrations (incl. self-built), multi-agent workflows, AI-assisted analysis and documentation.

Soft skills: Leadership, delivery management, Professional Services management, executive stakeholder management, escalation management, change management, team management (distributed teams), presentation skills, decision making, conflict resolution, time management, group facilitation.

Certificates: PMP (PMI, active since 2014); Portfolio Management, Complex Projects Management, Project Risk Management (PM Expert); Recovering Troubled Projects (Project Management College); LEAN Six Sigma Yellow Belt; Certified Professional Facilitator (Facilitation School, 2019); Soft-skills training incl. Situational Leadership, Management Communication, DISC.

Personal: Driving license: international | Ability to travel: up to 30-50%

References: Upon request.