

IGOR OSIPOV

<https://www.linkedin.com/in/igorosipov/> | Nottingham, UK | +447971668432 | igor@osipov.uk | www.osipov.uk

EXECUTIVE PROFILE

Dynamic IT Executive, former Deputy CEO, and Board Director with 20+ years of firsthand corporate governance and technology leadership experience. Combines deep technical architecture execution with pragmatic C-suite advisory. Track record of directing large-scale IT transformations, optimising enterprise systems, and implementing agentic AI architectures. Skilled in navigating intricate stakeholder environments, balancing corporate objectives against local P&L constraints, and negotiating with global tech titans.

SKILLS & EXPERTISE

C-Suite & Board Governance, IT Shared Services Management (on-, near-, and off-shore), Technical Due Diligence (M&A, AI roll-up), Legacy Infrastructure Modernisation, High-Security Compliance (GxP/KRITIS/Pharma/CSV), Vendor Procurement & Negotiation.

PROFESSIONAL EXPERIENCE

Top Management and Board Advisor

IO Consulting

July 2023 – Present | Nottingham, UK

I run a professional practice helping mid-market enterprises, private equity, and boards audit technical debt, clean up development pipelines, and deploy production-grade AI tools.

I use firsthand experience to guide executives through high-risk architectural migrations and digital strategy formulation.

I architect and deploy production-grade AI solutions leveraging Cloudflare, AWS, GCS, Vertex AI (Gemini Enterprise), agentic development stack (Claude, Codex, Antigravity v1/v2, OpenRouter, 8090). I've integrated existing CMS/QMS with ElevenLabs, Twilio and other serverless stacks dramatically improving request to quote and quote to business ratios.

Deputy Chief Executive Officer

AsstrA-Associated Traffic AG, London, UK

January 2024 – July 2024

I've partnered directly with the CEO, the Chair and the Board of Directors to overhaul the logistics product line and operational processes of the major international logistics provider. Directed cross-functional management boards to align capital expenditure with technical modernisation goals.

Partnered directly with the CIO and technology teams to optimise Oracle EBS infrastructure; integrate CargoWise into the core IT architecture to streamline commercial sales, quoting, and customer support operations.

Board Member

AsstrA-Associated Traffic AG

July 2023 – January 2024 | Zurich, Switzerland

I held a statutory board seat defining corporate strategy, P&L management, and IT alignment. I evaluated capital expenditure requests for technology acquisitions, M&A, re-engineering high-risk project proposals to protect company capital and align spend with actual commercial outcomes.

Global Head of Information System Development

Kuehne and Nagel International AG

October 2016 – July 2023 | Nottingham, UK

I directed the global IT architecture, roadmap, and core software delivery for an enterprise supply chain platform serving 25,000 active users, 370 sites across 51 countries, and 1,800 international trading partners.

I ran our Shared Support Center like an independent, competitive business, with its own P&L and multi-million annual budget. Because our regional country managers held their own budgets, I couldn't rely on corporate mandates. I secured their funding and trust by traveling to sites, standing on warehouse floors, and proving our centralised services delivered clear bottom-line ROI.

I completely overhauled our legacy engineering culture. I moved our software delivery teams from slow, rigid Waterfall timelines to fast, Scrum-based Agile sprints. We embedded a modern tool stack, including CI/CD (Git, Jenkins), K8s, Docker, Jira, Atlassian Confluence, Miro, and Slack, achieving stable production releases in two-week cycles instead of months.

Acted as the primary commercial and technical lead negotiating high-value infrastructure and software licensing contracts with global technology titans, including IBM, Microsoft, Honeywell, and Zebra.

Head of WMS Development
Kuehne and Nagel International AG
May 2015 – October 2016 | Zurich, Switzerland

Personally led the massive, multi-phased modernisation away from our monolithic IBM iSeries AS/400 green-screen setups. We refactored decades of legacy RPG and CL code, safely migrating core operational data over to AWS, Azure, and Blue Yonder WMS microservices without operational downtime. I used Gartner methodologies to justify the investment and de-risk the roadmap for the board.

To stop configuration errors from causing production crashes, I designed and built a unique, cloud-based tracking and snapshot application to manage environment drift across our Dev-SI-Test-Prod environments. It became a one-of-a-kind stability asset in the 3PL space.

Guided the integration of early machine learning capabilities directly into our WMS framework to optimise supply chain workflows. Directed the rollout of rugged field hardware, Warehouse Control Systems (WCS), Warehouse Execution Systems (WES), standardising sites on Honeywell Vocollect voice systems and Zebra scanning terminals.

Senior Business Analyst
Kuehne and Nagel International AG
July 2010 – May 2015 | Zurich, Switzerland

I owned the full systems development lifecycle (SDLC) from the ground up—personally writing Business Requirement Documents (BRDs), functional specifications, and mapping API endpoints from intake through to QA testing and final documentation. Governed technical design and validated systems compliance within high-security environments. Managed Computer System Validation (CSV) protocols under GAMP 5 and 21 CFR Part 11 guidelines for pharmaceutical distribution hubs, and ensured infrastructure conformed to European KRITIS critical infrastructure standards.

Enterprise Resource Planning Systems Manager (ERP)
Kuehne and Nagel
September 2006 – July 2010 | Saint Petersburg, Russia

Personally managed and implemented all aspects of warehouse automation, control, management. Billing and transport management systems, yard management, BI (Tableau, Business Objects). Full support for the major logistics provider country roll out, from recruiting to operational support.

Co-founder, Start-up Director
Information Technologies LTD
September 2003 – September 2006 | Saint Petersburg, Russia

Launched and operated a fast-growing IT infrastructure and architecture startup delivering customised network, data center, and cloud deployments alongside daily operational support for corporate clients.

Co-Founder and Operational Director
booksplanet.ru
September 2003 – September 2006 | Saint Petersburg, Russia

Co-founded Russia's first specialised online English literature bookstore. Built and scaled the e-commerce infrastructure, managed international publisher partnerships, and successfully executed a strategic exit via acquisition by the market leader after two rounds of venture investment.

EDUCATION

Master of Enterprise Management
Moscow State University of Technology and Management | 2005 – 2007

Bachelor of Enterprise Management: Computer Systems
Peter the Great St. Petersburg Polytechnic University | 1996 – 2000

Bachelor of Science (BS), Information Systems and Technologies
Russian Presidential Academy of National Economy and Public Administration | 1993 – 1995

LANGUAGES & NATIONALITY

Languages: English (Native/Fluent)
Nationality: British