

Contact

www.linkedin.com/in/dmytro-fomin-8141b612 (LinkedIn)

Top Skills

Research and Development (R&D)
UGV
Defense Integration Lead

Languages

Английский (Professional Working)
Український (Native or Bilingual)
Русский (Native or Bilingual)

Certifications

"Основи оперативно-тактичного догляду за пораненими",
"Розширений догоспітальний догляд при травмі"
Tactical Combat Casualty Care Rescuer
Курс підготовки цивільних осіб до роботи з Міністерством оборони України та Збройними Силами України

Honors-Awards

Кращий соціальний проект 2105 року
Переможець конкурсу "Стало" 2015
Медаль "15 років Українській військово-медичній академії"
Medal

Publications

Як провести тренінг
Симуляція (частина 2)
Сучасні тренувальні центри. Історія і сьогодення.
Стандарт підготовки санітара інструктора роти
Турнікети, кати, есмархи. Що краще і де краще?

Dmytro Fomin

I am implementing the use of UGV (Unmanned Ground Vehicles) in the battlefield evacuation system.

Kyiv, Kyiv City, Ukraine

Summary

One of the leading experts in tactical medicine, personal armor protection, and the implementation of Unmanned Ground Vehicles (UGVs) in the Armed Forces of Ukraine.

Project Manager with a strong interest in Miltech and defense-sector initiatives.

Proven experience in developing and executing specialized training programs.

Extensive background in managing complex projects across commercial companies and government institutions.

Successfully contributed to key reforms in the Ministry of Defense and the Ministry of Health of Ukraine.

Advanced expertise in building and managing decentralized branch networks.

Executive MBA with a leadership focus from the Stockholm School of Economics.

Experience

ARX Robotics

Project Manager

July 2025 - Present (6 months)

Ukraine

Responsibilities:

- reduce response time to technical support requests;
- establish a data collection and mission reporting system for UGV operations;
- define a list of critical design updates and propose implementation options;
- engage Ukrainian manufacturers capable of high-quality component production;
- repare analytics on UGV market trends in Ukraine.

Achievements:

- reduced response time to requests to 15 minutes;
- organized mission reporting within 24 hours;

- coordinated joint work between the Ukrainian and HQ teams on critical UGV upgrades;
- reduced the cost of component production by 30–50%;
- provided regular analytics to HQ on the Ukrainian UGV market and emerging trends;
- implemented a CRM system for real-time monitoring of UGV repairs and upgrades;
- developed and implemented a training program on UGV operation and maintenance for Armed Forces of Ukraine UGV training centers.

Ukrainian Military Medical Academy / Українська Військово-Медична Академія

Lecturer

February 2022 - Present (3 years 11 months)

Ukraine

Responsibilities:

- integration of UGVs in casualty evacuation operations;
- development and implementation of new NATO educational programs in the Armed Forces of Ukraine
- supervision of compliance with orders from the Chief of the General Staff of the Armed Forces of Ukraine in training centers.

Achievements:

- 4 training centers prepare combat medics for evacuation using UGVs;
- academy officer trainees complete a course on UGV operations;
- training of military personnel in accordance with the recommendations of the Committee of TCCC;
- provision of training facilities, educational materials, and equipment for tactical medicine exercises on all training grounds.

Ratel Robotics

R&D Expert (Medical Evacuation)

July 2024 - June 2025 (1 year)

Kyiv City, Ukraine

Responsibilities:

- adapt UGV design for evacuation;
- create and implement Tactical Evacuation course with UGV.

Results:

- UGVs adapted to NATO standards;
- 40 instructors certified, 110 providers trained;
- UGVs are effectively used for tactical evacuation.

<https://uarmprotection.com/>
Regional Business Manager
2023 - 2024 (1 year)
Украина

Responsibilities:

- establishment of a network of military equipment stores;
- development of operational and marketing strategies;

Achievements:

- 4 stores opened in 3 months;
- marketing, sales and operational strategies implemented.

UWISE Holding
Managing Director
2018 - February 2022 (4 years)
Киев, Украина

Responsibilities:

- construction of an agro-processing plant;
- development and implementation of systems for automatic transport speed control and weight monitoring;

Achievements:

- approval of the plant project, receipt of construction permit, selection of a general contractor;
- Functioning of systems in Ukraine since 01/05/20

ALL-UKRAINIAN RESUSCITATION COUNCIL
Executive Director
2018 - 2019 (1 year)
Kiev Region, Ukraine

Responsibilities:

- development and implementation of the project strategy.

Achievements:

- economic strategy - self-sufficiency;
- communication strategy - the most relevant resource about EMD in Ukraine;
- 12 branches in medical universities of Ukraine;
- two international medical conferences on EMS;
- two All-Ukrainian competitions of EMS teams with international participation.

Medsanbat (trainings for doctors to prepare them for activities at
ATO zone, according NATO standard
Project Coordinator
2014 - 2017 (3 years)

Ukraine

Responsibilities:

- full cycle project developing;
- staff recruiting and realizing training for trainers of the project;
- developing and adapting of training materials;
- planning and controlling of internal and external logistics;
- cooperating with the MOD, UMMA;
- full financial reporting of the project to donors.

Achievements:

- successfully conducted 46 training sessions (including ATO area) and more than 5,000 people were trained;
- medical equipment was provided to the Armed Forces (total sum is \$ 850 000, including 350 backpacks for combat medics);
- together with UMMA we trained doctors of 4, 5, 6 mobilization waves;
- prepared, financed and published tactical medicine textbooks (1500 books);
- initial project budget was optimized and reduced to 30%.

DORS Ukraine (banking equipment and cash machines)

Chief Executive Officer

2007 - 2013 (6 years)

Ukraine

Responsibilities:

- strategy developing and implementing of the branch;
- recruitment, training, staff development;
- managing of corporate and dealer sales;
- leading the marketing direction: CRM, participation in exhibitions, seminars, conferences, - development of promotional materials, conduction of joint actions with partners;
- organizing international and domestic logistic processes.

Achievements:

- created a partners (dealers) network in Ukraine (100+ partners);
- set up network of service centers in Ukraine (30+ service centers) and implemented of 5S;
- "DORS" equipment covers all banking structures of Ukraine and more than 300 commercial and government organizations;
- in 2012, the company was recognized as "the leader in special bank equipment sphere in Ukraine".

Telecommunications of Ukraine

Chief Commercial Officer (CCO)

2005 - 2007 (2 years)

Украина

Responsibilities:

- develop and implement a strategy: marketing, finance, human resources, operational management
- selection, training, development of personnel
- management of the corporate and partner sales department

Achievements:

- 40% increase in sales per manager
- reduced the speed of connecting new subscribers from 7 to 1 day
- increased the company's customer base by 60%
- reduced the cost of connection by 27%
- the company received offers from foreign investors

Balchug (office supplies)

Chief Commercial Officer (CCO)

2000 - 2005 (5 years)

Responsibilities:

- strategy developing and implementing;
- business-processes introducing, elaborating and controlling;
- leading of sales, HR management;
- liaising with key clients, stakeholders, supporting and controlling.

Achievements:

- "Baltschug" winner of the "Golden clip" National Award as the best company of the region
- successfully introduced ERP, CRM, Balanced Scorecard, KPI;
- 2 stores and logistics center were designed and built.

Education

Stockholm School of Economics Executive Education

ExMBA, Executive Leadership Program · (1999 - 2000)