

Igor Pankin

Finance Systems & ERP Product Lead · Oracle ERP Cloud / EBS · SaaS/PaaS · P&L · Pre-sales

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PROFILE

Finance-systems and ERP leader with 20 years in Oracle E-Business Suite and Oracle ERP Cloud. I run delivery and P&L of financial ERP programs: implementation, custom development, SaaS/PaaS extensions and integrations with finance, supply-chain and procurement systems, and I take part in pre-sales. 16 years in one group, from consultant to product and delivery lead. Based in Limassol.

KEY RESULTS

- 6 projects 2014–2025: over EUR 4.5M revenue and about EUR 1.4M profit, ROI above 30% (portfolio totals).
- Oracle ERP Cloud implementation for a major enterprise together with its international team and a global integrator; later led the migration of a large enterprise's ERP platform (applications, integrations, reports, data).
- SaaS service built from scratch as an Oracle ERP extension; official Oracle localisation solution for Russia as an Oracle Platinum partner.
- Long-term customer relationships: positive delivery feedback led to multi-year retention (10+ years).
- AI-agent automation for finance routines in own projects (Python, n8n, agent frameworks): github.com/ExiosV.

EXPERIENCE

Softline Group (Borlas Group) · 2010 – present · Employer entity: Borlas Group, a Softline Group company since 2023

Project Delivery Manager (formal title: Lead Consultant) 2021 – Present

- Delivered a portfolio of 6 financial ERP projects and in-house products (2014–2025): over EUR 4.5M revenue, about EUR 1.4M profit, ROI above 30%; own scope, budget, team and P&L.
- Led the migration of a large enterprise's financial ERP platform (applications, integrations, reports, data) with no interruption to financial close; implemented financial and tax modules for an industrial customer.
- Supported sales of large telecom, chemicals, energy and mining deals (2025–2026): proposals, estimates, sales materials.
- Automated IFRS and management P&L reporting for group finance (2026).

Project & Product Manager (formal title: Senior Consultant) 2018 – 2021

- Delivered an Oracle ERP Cloud implementation for a major enterprise customer alongside its international head-office team and a global integrator.
- Built a SaaS product from scratch as an extension of Oracle ERP (statutory reporting) and took it to customers.
- Developed and distributed the official Oracle localisation solution for Russia as an Oracle Platinum partner.
- Ran a multi-year PaaS-based support contract for a large customer.

Senior Consultant 2013 – 2018

- Owned functional design and development of financial modules, reports and localisation features for global industrial and retail customers; kept one retail ERP customer for 10+ years.
- Delivered the Russian localisation of Oracle E-Business Suite inside customers' international teams (work in English, on-site at customer headquarters, with customers' outsourcing contractors).

Software Consultant (part of IBS Group until 2012) 2010 – 2013

- Delivered Treasury, payments and cash-management applications for energy, chemicals and utilities customers, with business process improvement.

Junior Analyst / Consultant, GMCS 2006 – 2009

- Took part in the Oracle E-Business Suite financials implementation (GL, CE, TR, AP) for a state telecom holding, one of the biggest projects in Russia; went live on time.
- Wrote functional designs and tested the modules; trained junior consultants and key users.

SKILLS

Oracle ERP Cloud / EBS (AP, AR, GL, CE, SLA, Procurement, Treasury) · ERP implementation, customization, custom development · SaaS/PaaS · integrations (1C, CRM, EDI, banks) · financial and tax reporting (IFRS, VAT) · project and delivery management · P&L, estimation, pre-sales · stakeholder management · AI agents, Python, SQL/PL-SQL

EDUCATION & LANGUAGES

Lomonosov Moscow State University
Oracle-certified (Financials Cloud, E-Business Suite)
English (upper-intermediate, daily work with international teams) · Russian (native)

Igor Pankin — details

Technical profile, keywords and project history (customers by request).

TECHNICAL PROFILE AND KEYWORDS

Oracle ERP: Oracle E-Business Suite 11i and R12 (Payables, Receivables, General Ledger, Cash Management, Subledger Accounting, Oracle Payments, Bank Cash Management, Assets, Treasury, Inventory, iProcurement, Purchasing, eBusiness Tax); Oracle ERP Cloud / Fusion Financials (P2P, R2R, O2C), FBDI, OTBI, BI Publisher.

Localisation and tax: Russian localisation (CLE) on 11i and R12, VAT books and registers, tax and statutory reporting, electronic documents, multi-period accounting, revaluation, bank statement reconciliation.

Development and platforms: PL/SQL, Forms Personalization, Workflow, Web ADI, BI Publisher reports, REST API, WebLogic/Java platform administration of a PaaS reporting service, SQL.

Integration: 1C, Siebel CRM, Oracle Transport Management, electronic document operators (Diadoc), bank payment files and statements, file and API interfaces, integration monitoring.

Management: scope, budget and P&L ownership, estimation and proposals, pre-sales support, PMO, stakeholder and customer management, risk and change management, AIM methodology, Jira/Confluence.

Product: product ownership of a PaaS/SaaS service, roadmap and backlog, requirements, customer feedback loops, launch and distribution through a partner channel.

AI and automation: AI agents, LLM workflows, n8n, Docker, infrastructure as code, Python, Telegram and Google API automation.

PROJECT HISTORY (ANONYMISED)

2023 – 2026	Large enterprise	Financial ERP platform migration, improvement and support; project manager and functional architect (P2P, O2C); product owner of a PaaS statutory-reporting service.
2022 – 2023	Internet company	Web application for the Treasury to manage payments; project manager, solution architecture and integration.
2021 – 2024	Industrial customer	Oracle EBS R12 financials and tax implementation with Russian localisation: cash management, fixed assets, e-documents (EDI) integration, bank statements, key-user training.
2019 – 2023	Global software vendor (Russia)	Support of finance and procurement localisation for Oracle EBS R12; project manager, functional architect.
2018 – 2019	Major enterprise	Oracle ERP Cloud implementation (waves, go-live, hypercare) with global team and integrator; project manager, P2P consultant; product owner of the PaaS reporting service.
2020	Consumer appliances manufacturer	IT audit of an EBS R12 implementation and its integration with 1C; finance systems expert.
2016	Fertilizer producer	EBS R12 implementation: treasury, payments, cash management.
2015 – 2016	International media company	Functional support of EBS 11i, 11i replication, localisation consultant in the global team (AP, AR, GL, CE).
2012 – 2014	Global industrial customers, DIY retail	EBS R12 implementations with Russian localisation in global teams; treasury and financial operation management application with developments in BCM/AP/CM.
2010 – 2012	Logistics, utilities, energy retail	Request-payment (treasury) systems on EBS 11i; forwarding-management system with integrations to CRM, transport management and 1C.

WORKING SCOPE IN DETAIL

Planning, budgeting and staffing of ERP projects; solution design with business and key users; configuration and custom development on Oracle EBS and Oracle ERP Cloud; data conversion and validation; integration design; testing, training and go-live support; post-go-live support contracts; preparing estimates, proposals and presentations for new customers; cross-team work with development, QA, finance and customer teams in Russian and English.