MK

Marian Krotov

Head of construction and investment and construction projects · Independent expert consultant

UPDATED
9 November 2026

CONTACT please use Telegram or e-mail — I reply personally, on business days
E-MAIL krotovmarik@gmail.com
TELEGRAM @Mark0nya
LOCATION St Petersburg, Russia

19 years in real estate development — construction management, technical supervision and full-cycle project management on the client side. 13 years leading development projects with budgets of up to $204M, coordinating 30+ contractor organisations and project teams of up to 15 people. Expert in organising construction, contractor management, project documentation, CAPEX, risk and schedule control. Chief project engineer, qualification level 7, in the NOSTROY national registry.

19 years	$204M+	30+	84,130 m²
Construction, technical supervision, full-cycle project management	Largest project budget under personal responsibility	Contractor organisations coordinated in parallel	Phase 1 commissioned within the approved budget

CAREER PATH

2007–2011
Technical supervision engineer
Lenstroytrest · NPO RAND · StroyProfKompleks

2011–2015
Store-opening engineer · technical supervision inspector
DIXY · SU-155

2015–2019
Technical supervision engineer
O2 Development · Anker · CDS · Normann

2019–2024
Head of projects
Pioner, group of companies

2024–2026
Project director
FSK Severo-Zapad

Contents

01 Profile 1
02 Selected results 2
03 Experience — FSK Severo-Zapad 3
04 Projects: Novy Moskovsky, Novgorodskaya 8 4
05 Experience — Pioner 5
06 Experience — 2015–2019 6
07 Experience — 2007–2015 7
08 Education and qualifications 8
09 Skills, publications, about 9

02 — SELECTED RESULTS

What the numbers say

Outcomes measured on projects managed on the client side — budget, schedule and return.

01

Project of 128,000+ m², budget over $204M

Ran a full-cycle project with responsibility for the budget, the schedule and the economics. Controlled the design and documentation budget (BDDS), the movement of funds under project financing and the escrow mechanism.

Outcome: Phase 1 delivered within the approved budget — variance under 3%.

02

Optimisation of technical and economic indicators

Reviewed architectural solutions and the engineering configuration. Raised the efficiency of the usable area and increased the commercial potential of the project.

Outcome: growth in forecast revenue with no increase in cost of construction.

03

Contract strategy

Built and rolled out the procurement strategy and tender procedures. Delivered a competitive reduction in the cost of contractor contracts.

Outcome: savings during the construction stage and greater control over contractors.

04

Investment stage and pre-design preparation

Took part in the investment appraisal of the site, the analysis of technical and economic indicators and the legal restrictions. Initiated a revision of the product concept.

Outcome: improved financial model before design documentation; higher forecast revenue.

PORTFOLIO EFFECT

Projects in delivery	100,000–150,000+ m²
Project budgets	up to $180–240M
Target return	preserved
Project P&L	managed
Investment schedule	met
Commissioning	no critical deviations

AWARDS — NOVGORODSKAYA 8

- **Urban Awards 2026 — premiere of the year:** a premium-class club house.
- **Most investment-attractive project** in the Northwestern Federal District.
- **Urban Grade: Platinum** — the highest tier, confirming the «premium» class.

CONCURRENT DELIVERY

Up to five projects in delivery at the same time — from design and construction of buildings with 128,000 m² of residential floor area.

03 — EXPERIENCE

FSK Severo-Zapad — project director

Project director

Feb 2024 — Sep 2026 · 2 yrs 8 mos

FSK Severo-Zapad · St Petersburg · construction, real estate, operation, design · residential construction · development

Leadership: construction of the comfort-class project «Novy Moskovsky» until August 2025 (project support provided until December 2025), and thereafter «Novgorodskaya 8» (premium class).

- **Client-side development management** with own general contractor; project budget over $204M.
- Management of a team of 5+ people; coordination of 30+ contractor organisations; several stages running in parallel.
- Preparation, presentation and approval of the updated planning conditions (AGO / development schedule, AGR).
- Organisation, defence and control of the implementation of the development schedule.
- Participation in the investment appraisal; investment and legal evaluation of the project.
- Preparation of the design and documentation budget (BDDS); formation of the cost side of projects and the budget; participation in financial model calculations (IRR, NPV); defence of the cost side; proposals for optimisation of the cost side.
- Cash-flow control; preparation of the project P&L; project financing and escrow arrangements.
- Analysis and formation of project risks; development of mitigation measures and control of their execution.
- Control of work plans, volumes, financial expenditure, delivery dates and quality; control and optimisation of design solutions; control of project profitability; CAPEX management.
- Control of tender specifications for design and survey works (PIR) and construction and installation works (SMR); contract execution.
- Participation in contractor selection within the tender committee, in the client's area of responsibility.
- Interaction with the supervising authorities (State Construction Supervision GASN, State Architectural and Technical Inspection GATI, district administration, Rospotrebnadzor and others) and on social obligations.
- Control of the preparation and approval of the engineering survey documentation (PPT) and project documentation (PM).
- Work with utility organisations (Vodokanal, Lenenergo and others); reporting on SMR at construction sites; project expertise; correction of the consolidated cost estimate, receipt of the conformity statement (ZOS) and the commissioning permit (RVE).
- Interaction with design and contractor organisations, with operational decisions on design solutions that do not match reality or each other, or that cannot be executed.
- Participation in the recruitment of the project team; coordination of the project team; allocation of roles between project team members.
- Control over contractors' compliance with design solutions and with the instructions of the author's, technical and state construction supervision.
- Interaction with the sales and marketing departments; setting and controlling tasks for related departments.

DELIVERY STATUS — «NOVY MOSKOVSKY», 128,000 M², 5 STAGES

STAGE	SCOPE	STATUS
Phase 1	4 buildings · 84,130.50 m²	Commissioned, RVE received December 2025; key handover under way
Phase 3	3 buildings · 69,332.89 m²	Construction started August 2025
Phase 5	3 buildings · 54,462.08 m²	Planning permit obtained
Kindergarten	5,525.6 m² · 280 places	Under construction since October 2024
School	16,341.0 m² · 550 places	Planning permit obtained

04 — PROJECTS

Novy Moskovsky and Novgorodskaya 8

84,130 m²	< 3%	$204M+	30+
Phase 1 delivered — four buildings, commissioned December 2025	Variance against the approved budget of the phase	Budget of the quarter under personal responsibility	Contractor organisations coordinated on the project

Residential quarter «Novy Moskovsky»

FSK · 128,000 m² of sellable area · 5 stages · $204M+

A comfort-class residential quarter developed on the client side with our own general contractor. Phase 1 — four buildings, 84,130.50 m² — is complete, with the commissioning permit received in December 2025 and the handover of keys under way; construction of Phase 3 started in August 2025 and Phase 5 has obtained its planning permit.

In September 2025 the planning conditions were amended and the consolidated cost estimate corrected with revised technical and economic indicators. Alongside the residential buildings the quarter includes a kindergarten for 280 places, a school for 550 places and utility district networks.

Club house «Novgorodskaya 8» — premium class

FSK · 25,174 m² · under construction

The planning conditions are currently being corrected — a change of facade materials, from a concrete slab to brick, to glass-fibre-reinforced concrete. The building carries encumbrances for capital repairs and the adaptation of a kindergarten.

CONSTRUCTION STATUS

WORK	STATUS
Sheet piling and piles	Driven
Jet grouting	Completed
Foundation pit	Excavation under way
Shoring system	Installed
Pile cap	Under construction
Planning conditions	Being corrected

05 — EXPERIENCE

Pioner, group of companies — head of projects

Head of projects

Apr 2019 — Feb 2024 · 4 yrs 11 mos

Pioner, group of companies · Moscow · pioneer.ru · construction, real estate, operation, design · development

- **Client-side development management** with project budgets of $216M+; several projects in parallel.
- Organisation, defence and control of the implementation of the development schedule.
- Formation of the cost side of projects and the budget; participation in financial model calculations; defence of the cost side; proposals for optimisation of the cost side.
- Analysis and formation of project risks; mitigation measures and control of their execution.
- Control of work plans, volumes, financial expenditure, delivery dates and quality; control and optimisation of design solutions; management of the obligations of key project participants.
- Tender specifications for design and survey works (PIR) and construction and installation works (SMR); contract execution; participation in contractor selection within the tender committee.
- Interaction with the supervising authorities (MGSN, OATI, MKA, Prefecture, Rospotrebnadzor) and with utility organisations; reporting on SMR at construction sites.
- Operational decisions on design solutions that do not match reality or each other; recruitment and coordination of the project team; allocation of roles; control of contractors' compliance with design solutions and supervision instructions.
- Interaction with the sales and marketing departments; development of the facade, fit-out and decoration mock-ups and their implementation.

CAREER PROGRESSION

- **2019** — joined the company in St Petersburg as a lead technical supervision engineer.
- **Feb 2021** — promoted to head of projects.
- **Sep 2022** — relocated to Moscow; appointed deputy head of the Life-Varshavskaya project.
- **Jun 2023** — promoted to project head.

PROJECTS DELIVERED

- **St Petersburg** — «Life-Lesnaya» residential complex, phases 2 and 3, 147,000 m² with a kindergarten for 220 places; «Yes» aparthotel, 73,266 m²; «Yes Residense» residential building, 9,497 m² (2019 – autumn 2022).
- **Moscow** — «Life-Varshavskaya» business-class residential complex, phases 4 and 5, 81,181 m² and 100,463 m² (2022 – 2024).

01

Project economics management

Led the development of the financial model (IRR, NPV), formed the BDDS and controlled project cash flow. Held the target margin through CAPEX optimisation and contract strategy.

Outcome: forecast construction budget cut by 7–9% with no loss of quality parameters — the project kept its target returns despite rising market cost.

02

Design management and working documentation

Obtained the planning permit (GPZU), the planning conditions (AGR) and technical conditions (TU); accompanied the expertise and the design documentation (RnS); shortened the approval cycle through parallel processes.

Outcome: construction started with no shift in the investment schedule.

03

Delivery and commissioning

Controlled the general contractor and the construction and installation schedule; delivered the object without delay and obtained the conformity statement (ZOS); organised centralised procurement of equipment.

Outcome: the planned commissioning date met and the financial model executed without adjustment.

06 — EXPERIENCE

Technical supervision on the client side, 2015–2019

Technical supervision engineer

Oct 2017 — Apr 2019

Normann investment and construction group · St Petersburg · normann.ru · residential construction · commercial construction (retail, offices)

- Control of deadlines against the approved work schedule, and of the quality of construction and installation works, materials and equipment, against design solutions and applicable standards; verification that the quality documents are in place (technical passports, certificates, laboratory test results).
- Inspection and quality assessment of completed works with the contractors' staff, including works later concealed; control of compliance with design solutions and supervision instructions.
- Control of the KS-2, KS-3 and KS-6 forms against the volumes performed; verification that work logs are kept on time; participation in supervisory inspections; reporting to and interaction with the supervisory authorities.
- Coordination of approvals and handover for commissioning; preparation of the acceptance documentation for the conformity statement and commissioning permit; verification of volumes against the drawings; tracking of defects in the warranty period.

Main objects: «Tri Applesina» residential complex, phase 2 (26-storey building, parking); «Desyatkino» residential complex, phase 1 (18-storey building).

Lead technical supervision engineer

Nov 2016 — Oct 2017

CDS (ZAO) · St Petersburg · www.cds.spb.ru

- Full cycle of technical supervision on the client side: quality control of works, verification of quality documentation, inspection and acceptance of completed works, control of the KS-2 / KS-3 / KS-6 forms and the cumulative statements of volumes.
- Preparation of progress reports for management and control of the elimination of technical supervision comments.

Main object: «Murinsky Posad» residential complex — building 1, stage 3 (7 sections, 13–17 storeys, 43,300 m², underground parking 5,060 m²) and building 2 (6 sections, from excavation to the 2nd floor). 3–4 technical supervision engineers of the client's service worked under my direction.

Technical supervision engineer

Apr 2016 — Nov 2016

SK Anker LLC · St Petersburg · ankersk.ru · road and infrastructure construction · residential construction

- Control of deadlines and of the quality of construction and installation works; inspection of completed works, including concealed works; KS-2 / KS-3 / KS-6 control; participation in supervisory inspections.
- Coordination of approvals and handover for commissioning; verification of volumes against the drawings; tracking of defects in the warranty period.

Main object: «Kamenka» and «Novaya Kamenka» residential quarter — 9 residential buildings of 77,598 m² (SU-155 series), 2 underground parkings under construction, 1 in design, utility networks and roads.

Technical supervision engineer

Sep 2015 — Apr 2016

Stroy-Resurs LLC (O2 Development) · St Petersburg · o2development.ru · residential construction

- Technical supervision over construction and installation works and acceptance of completed objects from contractor building organisations; control of volumes, deadlines and quality, and of the quality of materials, products and structures against the approved documentation and building standards.
- Technical acceptance of completed works and objects; participation in the acceptance commissions and in inspections by the author's supervision and the state construction supervision; control of the elimination of defects within the deadlines set by the commission; observance of labour safety and fire safety rules.
- **Main object:** «Sili Prirody» residential complex (Lavriki highway), phases 1 and 2 — 4 residential buildings and a shopping centre.

07 — EXPERIENCE

From inspector to project director, 2007–2015

Technical supervision inspector

Sep 2012 — Sep 2015

SU-155, group of companies · Russia · www.su155.ru · construction, real estate, operation, design · development

- Control of works and deadlines; review of the developed documentation; participation in acceptance and confirmation of volumes; assessment of the adequacy of site resources, general coordination of contractors and acceptance of their works.
- Coordination of approvals and handover for commissioning; verification of the full as-built and acceptance documentation; participation in supervisory inspections; verification of volumes against the drawings; tracking of defects during the warranty period.

Construction participated in: a social housing quarter (Nov 2012 – Aug 2014, bounded by Doblegosti Avenue and the Heroes Avenue, along Lenin Avenue) including 2 kindergartens, 2 schools, 3 semi-basement and 2 above-ground parkings, quarter utility networks and roads — client: the Construction Committee; «Yanino-Park» residential quarter from March 2014 — 4 buildings of 12 storeys, 58,216 m², utility networks and roads; the open ice rink of the Kalininsky District from October 2014 — client: the Sports Committee; capital repairs of the hospital of St George the Great Martyr from March 2015.

Store-opening engineer

Jul 2011 — Jul 2012

DIXY, group of companies · Moscow · www.dixy.ru · retail trade

- Determination of work deadlines; work planning and preparation of production schedules; control of progress and completion dates; review of the developed documentation; tracking of contract execution and acceptance of completed works; technical specifications for contractors.

Technical supervision engineer

Oct 2008 — May 2011

SK StroyProfKompleks LLC · St Petersburg · road and infrastructure construction · residential construction

- Selection of contractors, preparation of tender assignments, receipt and verification of commercial offers against the rates and estimates; monthly percentage certificates (KS-3, KS-2) agreed with the client.
- Control of the quality of works on site and the adequacy of site resources; general coordination of contractors and acceptance of their works; coordination of approvals and handover for commissioning; preparation of the conformity statement and the commissioning permit; project estimates and verification of volumes against the drawings.

Projects: reconstruction of the St Petersburg Architectural and Construction College (Rizhsky Prospekt, 3) from 15.10.2008 to 01.09.2009 — assembly and handover of as-built documentation; a kindergarten (Turistskaya St., 4) from 01.10.2009 to 01.04.2010 — technical supervision; the «Slavyanka» residential complex (2 buildings) from 01.04.2010; a kindergarten in Krasnoselskoye, quarter A-10 — the full scope of works including handover for commissioning.

Technician

Sep 2007 — Aug 2008

NPO RAND LLC · St Petersburg · road and infrastructure construction · commercial construction

- Visual and instrumental survey, measurement and preparation of a report on the technical condition of the Fort Alexander building (Kronstadt) and four bastions of the Peter and Paul Fortress, for the purposes of reconstruction.

Technician

Jul 2007 — Aug 2007

Lenstroytrest · St Petersburg · www.6543210.ru · residential construction

- Project estimates and verification of volumes against the drawings; systematisation of the existing contractor base; preparation of tender assignments and verification of commercial offers.

08 — EDUCATION AND QUALIFICATIONS

Education, certification and professional development

HIGHER EDUCATION

St Petersburg Polytechnic University of Peter the Great

2009 · Civil and industrial engineering

Faculty of civil engineering — industrial and civil construction.

PROFESSIONAL RETRAINING

2026 · Internet marketing specialist	Yandex Educational Technologies
2025 · Business psychology	Smart Online Institute

ADVANCED TRAINING AND COURSES

2023 · NOSTROY qualification confirmation	PIO Assessment Centre
2016, 2012 · «Stroykachestvo»	IAAP · client-side technical supervision
2020 · Agile methodologies, JIRA, Successful Career Development	—
2020 · Web development for beginners	—
2017 · Programming fundamentals	—
2022 · Rhetoric	—

QUALIFICATIONS AND REGISTRIES

NOSTROY national registry of specialists

No. C-78-165891 · Chief project engineer, level 7

Qualification confirmed until 2028. Registered in the national registry of specialists in the field of construction.

NAUP «SOVNET»

Registration No. 2.2.1.26.1054

Member of the national association of project management.

TESTS AND EXAMS

2017 · IELTS — Academic, 6.5	IELTS test centre

ELECTRONIC CERTIFICATES

2026 · Project management association «SOVNET»	—
2025 · Business psychology	—
2022 · Rhetoric	—
2020 · Agile methodologies · JIRA · career development · web development	—

LANGUAGES

Russian	native
English	B2 · upper intermediate
Polish	B1 · intermediate
German	A2 · elementary

09 — SKILLS, PUBLICATIONS, ABOUT

Competencies, publications and profile

SOFTWARE

MS Office · MS Project · AutoCAD · Autodesk Revit · Nemetschek AllPlan · SCAD · Java · Agile PM · Project management · Scrum · Kanban · Atlassian Jira · Bitrix24 · 1C: Document management · Tessa EDMS · Signal EDMS · Miro · XMind · ChatGPT and AI tools · Tilda

PROFESSIONAL COMPETENCIES

- Project management, quality control, interaction with supervisory authorities.
- Investment appraisal of a project; BDDS; obtaining GPZU, AGR, RnS.
- Project financing; project P&L; commissioning (ZOS, RVE); financial model (IRR, NPV).
- Budgeting, team leadership, CAPEX management, risk and schedule control.
- Readily works with the regulatory framework of construction, including building codes (SNiP), GOSTs and technical regulations.
- Planning, budgeting, analysis of production indicators and cost management; management of project teams of up to 15 people.

ADDITIONAL

- Driving licence category B; personal transport.
- Married. Sport — running, swimming, crossfit, yoga; follows a healthy lifestyle. No bad habits.

PUBLICATIONS

SCIENTIFIC ARTICLE · ECONOMY AND BUSINESS: THEORY AND PRACTICE

The Gate Model of Investment and Construction Project Management as a Factor in Improving the Economic Efficiency of Real Estate Development

No. 10 (140), October 2026, pp. 170–177 · DOI: 10.24412/2411-0450-2026-10-170-177

ARTICLE · INTERNATIONAL JOURNAL OF RESEARCH IN COMMERCE AND MANAGEMENT STUDIES

Standardization of Full-Cycle Project Management in Real Estate Development

PUBLICATION · CEOWORLD MAGAZINE

How Developers Can Stop Early Decisions from Becoming Major Overruns: Marian Krotov's Framework

PUBLICATION · FEDERAL BUSINESS JOURNAL

A feature about me in an industry business magazine

ABOUT ME

Head of construction and investment and construction projects with 18+ years of experience in construction, technical supervision and full-cycle project management. Experience of managing projects worth up to $204M, coordinating 30+ contractor organisations and project teams, and controlling construction and installation works by schedule, volume, quality and budget.

Expertise in organising construction, technical supervision, contractor management, project documentation, approval of changes to design solutions, CAPEX management, risks and schedules. Relevant higher education in industrial and civil construction. Chief project engineer, qualification level 7, NOSTROY. English — B2 / IELTS 6.5.