

## Experiences of a young Russian manager

*Maxim Antonov*\*

I graduated from the Economics & Management Faculty of Nishni Novgorod State University. My home town is Nishni Novgorod, which is the third city in Russia among industrially developed cities. I started my activity as a businessman four years ago, when I founded my own company. It was a wholesale company, which existed 3 years and was closed because of heavy taxes and high competition. For a year I have been working now as a manager in a foreign trade company called Steorra.

Our country is only beginning to make its way in market economy. My profession is of great importance nowadays, that's why I have chosen it. The company Steorra Ltd. has about 100 employees, it deals with import-export operations. In four years of its existence it has proved to be a reliable business partner in many countries such as Holland, Finland and Italy. We import exotic fruits, building materials, household machines; export wood and chemical raw materials.

Among the most important problems I would like to mention such as lack of close business connections with foreign companies, insufficient knowledge of foreign companies about Russian market possibilities and hence their unwillingness to invest money in our economy.

I think that the following qualities are indispensable for an entrepreneur: persistence, hard work, creativeness and of course fundamental education.

I believe in the future of my country. Each year the progress of industrial development of Russia is getting more significant. I hope that our company will contribute a lot to this process.

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