



Iryna Volk

General Manager DellEMC, Ukraine and West CIS

DellEMC Ukraine

BRIEF BIOGRAPHY:

With more than 20 years of experience in the IT and Telecom industries, I see my mission is to help companies realize their strategies through digital transformation, to be more productive, competitive and successful.

Succeeded in managing a full cycle of business. It includes “go to the market” strategy both B2B, B2C supported by solid business accomplishments and sales track records in Samsung, Microsoft. Currently, I am serving my customers, partners and team as General Manager of Dell Technologies covering Ukraine and West CIS cluster of countries.

I have a privilege to work and build the high performing diverse teams managing multi-cultural environments and overseeing multiregional business operations. It also allows me to understand and address the challenges that our customers, both in commercial and public sectors face on market. Bring

Clarity, Generate Energy, Drive result are leadership principles which allow me to build my identity as a leader.

Graduated as Computer Science Engineer, Kiev Polytechnic and Master of Business Administration from Global Executive Program, IE Business School. Doctor of Economic Science.

Throughout my career, I have promoted and mentored female talents as well as actively contributed in various women development communities, like Women in Tech, STEM.

Married and happy mother of two sons.

Why do you think membership in the American Chamber of Commerce is important for business operating in Ukraine?

It is hard to build successful and sustainable business in the country alone. ACC membership provides unique opportunity for its members to leverage industrial leaders' knowledges, experience in common market problems solving, brilliant networking and access to decision makers and influencers. ACC has proved its image and reputation as a best platform for international companies to drive business in Ukraine. There are important initiatives and development mechanisms which any of member should be benefited.

What motivates you to be a Chamber Board Member?

Recent crisis demonstrates importance of digital transformation for every size of businesses and public sector companies. By nominating myself into the Chamber Board Member, I feel importance to share our experiences and other Dell global market best practices to community of ACC members, way how companies can build winning strategy in turbulence time, continue to build dialog with Ukrainian government on every single step in "country transformation for good"

I am also fully committed to contribute my time and energy in Diversity and Inclusion topic. Bringing that in a light of necessary changes in the regulations and eliminating of blockers.

Why do you feel you are qualified to serve on the Chamber Board? What skills would you bring to the Board?

I do believe that my passion about technologies and 20+ experience in Ukrainian Telco and IT market development are good assets to contribute in success of ACC members. There is no company who can survive without transformation in the digital world. Dell success on Ukrainian market is about helping businesses and to build its competitive advantage today. And if there are obstacles for such transformation (regulations, lack of knowledge, artificial walls) we need work together to eliminate them. Another important topic for me is promoting of diversity and building successful career development for Women in IT and other traditional male dominated industries. Having behind of me large eco-system of partners and customers, I believe I can be good role model of promoting high level standard of doing business as well as promote ACC as a platform to build long- term and sustainable business success on Ukrainian market.

How have you been active in the Chamber over the course of the last two years?

During many years cooperation with ACC I was part of IT, Telco Committees, WELDI program. Recently participated in "Leadership in Times of Crisis".

What activity or Committee would you participate in and be responsible for?

There are several areas I am particularly interesting to participate and drive: digital transformation – digital city, e-government; support women in realizing their potential – educational events, mentorship, diversity and inclusion topic
