



YOUR FULL NAME:

Leonid Polupan

YOUR JOB TITLE:

Director of Microsoft Ukraine, Country Manager of Microsoft Ukraine and Baltics

YOUR COMPANY:

Microsoft

YOUR BRIEF BIOGRAPHY (250-300 words):

I am Leonid Polupan, currently serving as the Country Manager of Ukraine and Baltics for Microsoft since July 2023, following my tenure as Country Manager of Ukraine beginning in November 2022. In my role, I am dedicated to providing critical technological solutions for infrastructure, government institutions, and various sectors in Ukraine, with a strong focus on AI, digital infrastructure, cloud services, and cybersecurity.

Born in Hora, my professional journey and education have been rooted in Kyiv. I hold a Master's degree in Mechanical Engineering from the National University of Life and Environmental Sciences of Ukraine. My

career at Microsoft began five years ago, where I initially spearheaded Enterprise sales in the Black Sea region, later expanding to manage enterprise sales across 24 markets in Central and Eastern Europe.

Before joining Microsoft, I was Chief Sales Officer at VENBEST GROUP, leading a team of over 100 in developing sales strategies and market analysis in the security service sector. At Vodafone, as Head of B2B Sales, I managed a team of more than 250 employees, overseeing various projects,. My time at MTS Ukraine was also pivotal in the development and management of mobile payment systems.

Under my leadership, Microsoft has committed over \$500 million to support Ukraine since the onset of the full-scale war. Reflecting my belief in the transformative power of technology for societal betterment, especially during challenging times.

On the personal front, I am married and the father of two daughters. Balancing a demanding career with family life has taught me about resilience, adaptability, and the importance of a supportive home environment. These personal experiences have enriched my professional journey, providing in enhancing my leadership role with a well-rounded perspective.

ANSWER THE FOLLOWING QUESTIONS:

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

Membership in the American Chamber of Commerce is pivotal for businesses in Ukraine. as it facilitates efficient collaboration and knowledge sharing. connects businesses with the right stakeholders, enabling quicker, more effective interactions that benefit all parties involved. It acts as a unifying voice, consolidating diverse perspectives and insights, thereby amplifying their collective impact. Moreover, the Chamber serves as a dynamic forum for discussion among various stakeholders, fostering the creation of innovative strategies and opportunities. Such a collaborative environment not only accelerates progress but also nurtures a thriving business ecosystem that is advantageous to all its members.

What motivates you to be the Chamber Board Member?

My motivation to join the Chamber Board is deeply rooted in Microsoft's ongoing commitment to supporting Ukraine—spanning government, society, and national initiatives. In Microsoft, we are at the forefront of Cybersecurity, Artificial Intelligence and Cloud Technologies, innovations critical not only for enduring the current but also for thriving in the post-conflict era. Serving as a Chamber Board member offers a unique opportunity to forge deeper connections within the Chamber community. It allows me to contribute our knowledge and experience, and actively participate in shaping an agenda that champions innovation, benefiting all AmCham members. This role aligns with both my professional expertise and personal commitment to fostering technological advancement and societal resilience in Ukraine.

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

My qualifications for serving on the Chamber Board are rooted in a comprehensive blend of technical expertise, leadership skills. My in-depth knowledge in AI and other technological innovations positions me to contribute significantly to the board's tech-focused initiatives. Beyond technical acumen, my leadership and organizational skills enable me to effectively navigate and contribute to complex projects and collaborations. Additionally, my deep understanding of the local Ukrainian culture and are crucial for tailoring strategies that resonate with and benefit the region. Furthermore, my extensive connections to a broad range of tech resources—including both products and consultative knowledge—equip me to provide valuable insights and solutions to the board. This unique combination of skills and experiences makes me

well-suited to serve on the Chamber Board, bringing a perspective that is both globally informed and locally grounded.

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

Since my appointment as Director of Microsoft Ukraine in November 2022, my team and I have been fervently engaged in various key activities within the Chamber. Our involvement has spanned several significant domains, including advocating for changes in cloud legislation, a crucial step for technological advancement in Ukraine. We have actively participated in discussions and panels with government representatives, offering our expertise and insights to inform policy-making. Additionally, we've been instrumental in working on position documents, contributing to the shaping of strategies that align with the interests of the Chamber and its members. This active participation reflects our commitment to leveraging Microsoft's resources and expertise for the collective benefit of the Chamber and the broader Ukrainian business community.

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

I am enthusiastic about presenting my candidacy for the IT and Innovative Technologies Committee, particularly focusing on the Cloud Legislation stream. My role as Director at Microsoft Ukraine allows me to bring not just my personal expertise in technology areas like AI, cybersecurity, and cloud technologies, but also the collective knowledge and skills of my accomplished team. Together, we are adept at navigating complex legislative frameworks and are keenly aware of the latest technological developments. Our joint efforts would be focused on advocating for regulatory frameworks that encourage innovation while ensuring security and compliance – vital for Ukraine's digital progression. By participating in this committee, I intend to foster a collaborative environment, leveraging our combined strengths to make impactful, well-rounded contributions that align with the evolving needs and ambitions of Ukraine's tech sector.

Are you a member of the Board of Directors of similar associations?

Currently, I am not actively participating as a board member in any other associations or companies. This allows me to dedicate my full attention and resources to the American Chamber of Commerce, ensuring that my contributions are focused and impactful. My commitment to the role enabling me to fully engage with the Chamber's objectives and collaborate effectively with fellow board members.
