

Contact

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Top Skills

Business management
Product development
Strategic planning
Analysis

Languages

English (fluent)
Russian (native)

Ivan Drugov

Miami, USA

Experience

July 2012 – Present

CEO at Bigland LLC – International Tour Operator and Hotel
Saint Petersburg, Russia

In 2012, found the company Bigland LLC “Open Your Russia” – International Tour Operator focusing on inbound tourism. Created and introduced new flexible way to visit Saint Petersburg. Direct work with cruise companies in Baltic Region as a part of own tour product.

In 2014, found “Bigland House” hotel for ensuring quality of tours. Work with world’s OTAs.

In 2018, managed hotel relocation and modernization to meet strategy adjustment in focusing on new target audience.

Responsible for company management, product promotion, organizing work process, problem solving and communication with employees, clients and legal authorities.

Milestones

- 2022-2023 – “Traveler Review Award” given to Bigland House by Booking.com for the customer acknowledgment – 9.3 Customer’s Rate. 2016-2021 – “Certificate of Excellence”,
- 2022, 2023 – “Excellent place” Certificate given to Bigland House by Yandex LLC for the outstanding customer acknowledgment – 5 from 5 Customer’s Rate.
- 2022 – IPO MEA diploma for the contribution to the development of the hospitality industry & the introduction of innovative sale tools
- 2015, 2016 – “Significant contribution to incoming tourism” Certificate given to LLC Bigland Tour Operator by St.Peterline ferry company for the outstanding sales result.
- 2014 – Invitation by city’s Tourism Council to the annual international SPIEF forum as a recognition of contribution to Incoming tourism to Saint Petersburg.
- 2013 – “Opening of the Year” Certificate given to LLC Bigland Tour Operator by St.Peterline international cruise company for the breakthrough agent sales results.

Education

September 2008 – June 2013

Saint Petersburg State University of Economics and Finance
Financial management – Master Degree

September 2011 – December 2011

International Business, Entrepreneurship program
TUAS – University in Finland

Membership

1. IPO MEA - Moscow Association of Entrepreneurs
2. RST - Russian Union of the Travel Industry

Currently live in Miami on the basis of permanent resident card (Green card). Authorized and ready to work in the USA.