

## STATEMENT

**By Assoc. Prof. DSc. Krassimir Todorov Todorov, lecturer at VUZF**

of dissertation for awarding the scientific degree „Doctor“

in the field of higher education 3. Social, economic and legal sciences

Professional field 3.8. Economics,

PhD program: „Finance, Insurance and Social Security“

**Author:** Arman Hasanovich Islamgaleev

**Topic:** "Improving the efficiency of sales management and the impact on the financial results of metallurgical companies in the Republic of Kazakhstan"

**Scientific advisor:** Prof. Dr. Mariana Petrova

### **1. General description of the presented materials**

By order № 182 of 22.11.2021 of the Rector of the Higher School of Insurance and Finance Assoc. Prof. Dr. Grigoriy Vazov I was appointed as a member of the scientific jury for providing a procedure for defense of a dissertation on the topic of "Improving the efficiency of sales management and the impact on the financial results of metallurgical companies in the Republic of Kazakhstan" for obtaining the educational and scientific degree "Doctor" in the field of higher education 3. Social, economic and legal sciences, Professional field 3.8. Economics, PhD program "Finance, Insurance and Social Security". The author of the dissertation is Arman Hasanovich Islamgaleev.

The materials submitted by Arman Hasanovich Islamgaleev include documents according to the presented inventory list: reference for the scientific and scientific-applied contributions in the dissertation; dissertation work; abstract, as well as 8 publications on the topic of the dissertation.

## **2. Short biography info for the doctorate candidate**

Form the presented CV, it is obvious that the author of the dissertation Arman Islamgaleev appears to be an optimal best fit between suitable education and extensive professional and managerial experience for writing of a qualitative dissertation work. He holds baccalaureate in marketing from the University of TURAN, master and doctor degrees in Business administration from ALMA University, combined with 20 year experience in the metallurgy industry.

## **3. Relevance of the topic and expediency of the set goals and objectives**

The dissertation work consists of Introduction, three chapters, general conclusions and recommendations, bibliography (215 sources, of which 14 in Cyrillic and 201 in Latin) and 14 appendixes. The main text is illustrated with appropriately selected 25 figures and 32 tables. As a previous reviewer during the different stages from the elaboration and presentation of current dissertation, several times I had a chance to express my high assessment of it.

In the introduction of the dissertation the main goal and three logically related tasks for its achievement are formulated. The object and the subject of the research are correctly defined. Eight working hypotheses have been raised, which have been verified in the course of the dissertation research. The dissertation is well structured. At the end of each chapter the author has made relevant conclusions. Tables and figures are easy acceptable and clearly presented. At the end of the main text convincing appendixes are presented. Reading the work, I left with the impression that the author has made by himself the whole research, though in high level of wording, logical sequence and presented in strict order. In addition, I would say, that in my opinion this research represents an example of high level scientific work.

#### **4. Evaluation of scientific and applied contributions.**

Contributions summary is presented in a suitable way, being divided into 3 scientific and 3 scientific-applied ones. Out of them, I would appoint as considerable the following: the proposed model of key factors for increasing customer orientation with the help of factor analysis and expert assessment, along with original methodology for increasing the efficiency of sales by forming individual trajectories of operationalization, which allow standardization, planning the design of customer-oriented solutions.

#### **5. Evaluation of the publications on the dissertation**

A list of total 8 publications for the period 2018-2020 were presented, two of which are co-authored with the scientific advisor Prof. Mariana Petrova and six are independent. According to the publications characteristics – as a type, where are 5 articles and 3 conference reports. Three of them are referenced and indexed in Web of Science and Scopus, two of them are published in secondary international databases and three of them are reports from national and international forums.

#### **6. Evaluation of fulfillment of minimum national requirements**

From the summary for fulfillment of the minimum national requirements for obtaining the educational and scientific degree "Doctor" in the field of higher education 3. Social, economic and legal sciences; Professional field 3. 8. Economics, it could be stated that they are covered.

#### **7. Abstract**

The abstract is made according to the requirements of the related guidelines and reflects the basic results, achieved in the dissertation.

## **8. Critical comments and recommendations**

As I pointed in the beginning of my statement, I quantify the current dissertation work as an example for an optimal scientific research and based on this fact I would not be able to outline any critical remarks or recommendations.

## **CONCLUSION**

The dissertation "Improving the efficiency of sales management and the impact on the financial results of metallurgical companies in the Republic of Kazakhstan" contains scientific, scientific-applied and applied results, which represent an original contribution to science and meet all the requirements (s) of LDASRB and RILDASRB.

The presented materials and dissertation results correspond to the specific requirements of the Regulations for admission and training of doctoral students at the VUZF. The dissertation shows that Arman Hasanovich Islamgaleev has in-depth theoretical knowledge and professional skills in Professional field 3. 8. Economics, demonstrating qualities and skills for independent research.

Due to the above, I give my positive assessment of the research presented by the aboverespected dissertation, abstract, results and contributions, and I invite the scientific jury to award the educational and scientific degree "Doctor" to Arman Hasanovich Islamgaleev in the field of higher education 3. Social, economic and legal sciences; Professional field 3. 8. Economics; PhD program "Finance, Insurance and Social Security".

08.01.2022. г.

Reviewer:

Assoc. Prof. DSc Krassimir Todorov Todorov