

Ivan Glushkov

Government Relations & External Affairs Executive · Public Policy · Corporate Communications

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Open to relocation

BASF 2012-2026 · Deputy CEO, External Affairs	Google Sep 2014 - Jan 2015 · Public Policy and Government Relations	Russian Government 2003-2005, 2009-2011 · Federal civil service	iblens.com 2026 · Founder of a paid AI service
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PROFILE

Government relations and external affairs executive with more than 20 years across the Russian federal government, Google and BASF, a Fortune Global 500 chemical group. Built BASF's government relations function in Russia and grew it into a nine-person External Affairs team reporting to the CEO, covering government relations, corporate communications and product registration. Has worked with government in Russia, Belarus and Kazakhstan, with the Eurasian Economic Commission and, until 2022, in Bulgaria, Romania, Croatia, Slovenia and Serbia, including the European Parliament and the European Commission. Long practice of building trust with senior officials in state-led economies, relevant to Central Asia. Strongest in trade and customs policy, Eurasian Economic Commission advocacy and regulatory risk in fast-changing markets. Russian (native), English (C1).

KEY RESULTS

- ▶ **Intragroup loan:** secured two Government Commission permits to repay an intragroup loan after 2022; BASF was the only Western company to obtain two.
- ▶ **USD 50M+ protected:** blocked proposed import quotas on crop protection products in Russia.
- ▶ **Kazakhstan:** worked out a solution with the debtor and the Kazakh authorities on a debt written off as bad, balancing the interests of the debtor, the state and BASF as the creditor.
- ▶ **Top-level access:** prepared and delivered the 2017 meeting between BASF's CEO and the President of Russia.
- ▶ **Customs and tariffs:** got a Federal Customs Service order on clearance procedures withdrawn and won tariff reductions for several product categories.
- ▶ **Trade defence:** won the company's case in a Eurasian Economic Commission anti-dumping investigation into EU-made herbicides by building a coalition with government and industry.
- ▶ **Media:** brought BASF's Russian leadership back into the leading national business media for the first time since 2011.

PROFESSIONAL EXPERIENCE

Own projects · Research on Russian legislation and AI service iblens.com 2026-present

- ▶ Runs a data series on how Russian rules are made, published on LinkedIn.
- ▶ Built and runs iblens.com, a paid AI service, without a development team.

BASF · Deputy CEO, External Affairs, Russia and Belarus 2022-2026

Reported to the CEO · Team of 9

- ▶ Led government relations, corporate communications, product registration and regulatory compliance in two countries.
- ▶ Represented the company before federal ministries, regulators and the Eurasian Economic Commission on agricultural policy, technical regulation and trade.
- ▶ Managed regulatory and sanctions risk after 2022: scenarios for headquarters, compliance with both Russian and EU rules, business continuity.
- ▶ Advised global and regional leadership on regulatory risk, political developments and positioning.
- ▶ Worked with global headquarters on communications and stakeholder management for the planned IPO of BASF Agricultural Solutions.

BASF Agricultural Solutions · Head of Public and Government Affairs, East Europe 2018-2022

Russia, CIS, Bulgaria, Romania, Croatia, Slovenia and Serbia

- ▶ Extended the remit from Russia and the CIS to Eastern Europe and ran public affairs in Bulgaria, Romania, Croatia, Slovenia and Serbia: national ministries, Members of the European Parliament and the European Commission.
- ▶ Brought global Agricultural Solutions priorities into the regional strategy after BASF acquired crop science assets from Bayer.
- ▶ Set up sustainability partnerships with leading Russian fertiliser producers.

BASF · Head of Corporate Communications and Government Relations, Russia and CIS**2016-2018**

Six direct reports

- ▶ Reorganised external and internal communications around the needs of the business units.
- ▶ Shifted government relations from tracking regulation to taking part in drafting it.

BASF · Government Relations Manager, Russia and CIS**2015-2016**

- ▶ Rejoined BASF after Google and led government relations for Russia and the CIS until promoted to head the combined function.

Google · Public Policy and Government Relations Manager, Google Russia**Sep 2014 - Jan 2015**

Moscow

- ▶ Handled government affairs for Google in Russia: internet governance, data localisation, content regulation and digital taxation.
- ▶ Worked with legislators, regulators and officials and ran public policy campaigns on issues affecting Google and the open internet.
- ▶ Built coalitions with trade associations, industry partners and civil society organisations.

BASF · Government Relations Manager, Russia and CIS**2012-2014**

- ▶ Set up BASF's government relations function in Russia, covering five business segments in Russia and the CIS.
- ▶ Established working relationships with the Ministry of Industry and Trade, the Ministry of Economic Development and the Federal Customs Service.
- ▶ Represented BASF in the business associations listed under Memberships.
- ▶ Organised the opening of the Kazan production site with the President of Tatarstan, and meetings with the governors of five regions.
- ▶ Sat on the Ministry of Industry and Trade expert council for Russia's Chemical Complex Strategy.

SIBUR-Russian Tyres · Government Relations Manager**2011-2012**

Moscow · Four direct reports

- ▶ Led government relations for Russia's largest tyre manufacturer: regulation, anti-dumping investigations and technical standards.
- ▶ Secured amendments to the Customs Union technical regulation on vehicle safety concerning studded tyres.
- ▶ Stopped unjustified tyre certification fees in two regions and kept the customs tariff on tyres imported for local assembly unchanged.

Government of the Russian Federation, Executive Office · Senior Consultant**2009-2011**

Department of State Administration, Regional Development and Local Government

- ▶ Prepared analytical materials on regional economic development for the Government's leadership.
- ▶ Reviewed draft government orders and decrees and monitored how federal ministries carried them out.
- ▶ Contributed to the Federal Programme for the development of the North Caucasus.

VAO Intourist · Head of Hotel Chain Development**2008-2009**

- ▶ Hotel chain expansion, financial analysis and work with regional authorities.

BDO Unicon Consulting · Senior Consultant**2006-2008**

- ▶ Economic development strategies for Russian regions.

Ministry of Economic Development and Trade of Russia · Senior Specialist**2003-2005**

- ▶ Federal policy coordination with the Ural and Siberian regions, the Strategy for the Economic Development of Siberia and mid-term economic forecasts.

EDUCATION

- ▶ **Lomonosov Moscow State University**, Economic and Social Geography (MSc equivalent), 1999-2004.
- ▶ **Institute of Economics, Russian Academy of Sciences**, postgraduate studies in Economics, 2008.
- ▶ Additional training: Global Insight, Philadelphia, regional economic forecasting, 2005; Deutsche Management Akademie Niedersachsen, cluster development, 2004.

RESEARCH, SKILLS, LANGUAGES AND MEMBERSHIPS

Research. Since July 2025: 305,000+ federal legal acts since 1991, 36,591 State Duma bills and the full regulation.gov.ru archive.

Core skills. Government relations strategy · regulatory and sanctions risk · crisis management · corporate communications · trade and customs policy · EEC procedures · coalition building · team leadership.

Languages. Russian (native), English (C1).

Memberships. Association of European Businesses, Foreign Investment Advisory Council, Russian Chemists Union, Russian Union of Industrialists and Entrepreneurs, Russian-German Chamber of Commerce.