

**ILJA
SAMOILOV**
**SENIOR OPERATIONS &
SECURITY PROFESSIONAL**

CONTACT

Tallinn, Estonia
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LANGUAGES

Estonian - native
Russian - native
English - professional working
proficiency

CORE STRENGTHS

Operations leadership
Investigations
Security & risk management
Incident response
Stakeholder communication
Crisis management
Team leadership
Confidential information handling

EDUCATION

Bachelor's Degree in Law
Criminalistics Specialisation
Institute of Humanities and Social
Sciences, Estonia
2008-2011

ADDITIONAL

Category B driving licence
Open to international relocation
Available for travel, shift-based and
project work

PROFILE

Security, operations and investigations professional with 15+ years across law enforcement, private security, operational leadership and complex incident management. Strong in risk assessment, evidence handling, reporting, stakeholder communication and practical decision-making under pressure.

PROFESSIONAL EXPERIENCE

Independent Operations & Service Leadership

Estonia / International | 2024-Present

- Founded and operate service-focused activities covering premium mobility, accessible transport, institutional service delivery and event-related operational coordination.
- Manage client relationships, service design, scheduling, logistics, issue resolution and real-time operational decisions.
- Built services from concept to active delivery and developed recurring private and institutional client relationships.

Group Leader / Senior Investigative & Operational Roles

Police and Border Guard Board, Estonia | 2013-2023

- Led operational and investigative work in high-pressure environments requiring judgment, discretion and rapid execution.
- Built and led a 16-person operational team during a staffing crisis, establishing a functioning capability under demanding conditions.
- Supported investigations, interviews, information analysis, case coordination, reporting and operational deployment.
- Managed personnel readiness, scheduling, daily leadership oversight, training, mentoring and recruitment support.
- Received multiple formal recognitions, including ministerial-level recognition for handling a high-risk critical incident.

Private Security Operations & Security Leadership

Estonia | 2007-2020

- Gained broad experience across frontline security, patrol work, control room operations, site supervision and shift leadership.
- Handled incident escalation, field deployment, client-facing security support and operational continuity.
- Worked in environments requiring calm communication, discretion and fast practical decisions.

Sales Representative

Estonia | 2007-2008

- Developed early commercial experience in outbound sales, negotiation, customer engagement and objection handling.

PROFESSIONAL DEVELOPMENT

Leadership Development Programme | Major Incident & Multi-Agency Emergency Management Training | Public Order & Crowd Disturbance Operational Training | Tactical / Emergency Response Driving Training | Media Communication Training | Advanced Specialist Operational Training

TECHNICAL & DIGITAL SKILLS

Microsoft Office | Operational reporting and documentation systems | Digital research and AI-assisted workflows | Operational planning and scheduling tools | Route planning and logistics tools | WordPress | Basic SEO | Canva