

Doppelmayr – Smooth operations in Russia

CHALLENGE

When opening a subsidiary in Russia, companies have to consider an important point. In accordance with the Russian legislation, a General Director in Russia has more power to act on behalf of the company than in other western European countries. Because of this, western investors usually appoint an employee from the parent company to this responsibility bearing position. However, in Russia the procedure of obtaining a work permit for foreign citizens involves a few particularities: the legal entity has to be established before a work permit can be requested, but, at the same time, a General Director is necessary for a company to be registered.

Already operating on the Russian market for many years, Doppelmayr decided to register its subsidiary in March 2012 and was faced with this issue.

SOLUTION

To address this matter, SCHNEIDER GROUP took over the Interim Management from the registration of Doppelmayr's subsidiary. Since then, SCHNEIDER GROUP has represented the client's interests at the state authorities regarding customs and tax declarations in close communication and according to the guideline of the mother company.

RESULT

This project had a profound impact on Doppelmayr's business in Russia: the Austrian label has been successfully operating on the Russian market for many years, with SCHNEIDER GROUP taking over the management of Doppelmayr's branch office in close coordination with the mother company. This solution has ensured both a smooth flow of documents, and administrative matters with authorities are handled in accordance with local legislation. Two years after having registered its subsidiaries in Moscow and Sochi, Doppelmayr decided to be not only a local ropeway spare parts supplier, but also to build its own ropeways in the CIS countries using its own resources. As a result, Doppelmayr established other branch offices in Samara in 2014, in Khimki, Sakhalin and a second one in Sochi in 2016. The 2014 Winter Olympic Games marked a turning point for Doppelmayr in Russia: the company has built 40 ropeways in Sochi, one of them being the longest and fastest tricable ropeway in the world. The Austrian label is planning on growing further on the Russian market and is already developing projects in the area of public transportation infrastructure.

SCHNEIDER GROUP has also been providing Doppelmayr with legal consultancy and carrying out their accounting on the Russian market.

SCHNEIDER GROUP supports its clients in taking over the Interim Management in Russia, Kazakhstan, Belarus, Ukraine and Poland.

About SCHNEIDER GROUP

Founded in 2003, SCHNEIDER GROUP has grown to employ 400 experts and supports international companies entering and operating in Russia, Kazakhstan, Belarus, Ukraine, Poland and Germany. With offices in Moscow, St. Petersburg, Minsk, Almaty, Aktau, Astana, Warsaw, Kyiv and Berlin, our expertise includes: accounting, reporting, tax consulting, IT/ERP-solutions, interim management, expert recruiting, outstaffing, office lease, providing a business address, company registration, import handling, organising business workshops, internal audit, finance & tax due diligence.

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As a quality, technology and market leader in ropeway engineering, Doppelmayr operates production plants as well as sales and service centers in over 35 countries worldwide. To date, the Austrian label has built more than 14,600 installations for customers in 89 nations. Flexibility, know-how and pioneering spirit make Doppelmayr ideally equipped to meet all the challenges of traditional and new markets. Innovative transport systems from Doppelmayr continually set new standards. Top comfort and safety define their installations in summer and winter tourism regions as well as in the urban transit sector. 2002 saw the merger of Doppelmayr with another leading ropeway manufacture, Garaventa, which gave rise to the Doppelmayr/Garaventa Group.