

Curriculum Vitae

AGASSY MANOUKIAN

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SUMMARY

Fourteen years of experience in teaching of various undergraduate and graduate level business courses with research interests in Operations Management, Supply Chain Management, Technology Management, New Product Development, New Technology Commercialization, Venture Capital Investments, Entrepreneurship.

Seventeen years of experience in new business development, management and consulting.

EDUCATION

- **Ph.D. in Manufacturing and Technology Management**, The University of Toledo, OH, USA.
Major Disciplines: Manufacturing and Technology Management 2013.
Ph.D. thesis: Stakeholders Partnership Synergies and Their Impact on Commercialization of New Technologies: Renewable Energy Industry Case
- **Master of Business Administration**, The University of Toledo, OH, USA
Majors: Finance, International Business, 2000, US State Department Merit-Based Scholarship
- **Master of Science in Industrial Engineering**, American University of Armenia
Major: Industrial Engineering, 1996, Government Scholarship
- **Bachelor of Science in Mechanical Engineering**, State Engineering University of Armenia
Major: Mechanical Engineering, 1994, Government Scholarship

ACADEMIC WORK EXPERIENCE

September 2013 to present – **Assistant Professor, American University of Armenia** (Yerevan, Armenia)

College of Business and Economics

Graduate Courses: Operations Management, Supply Chain Management, Project Management, Management of Information Resources, Entrepreneurship

January 2011 to August 1914 – **Visiting Assistant Professor, American University of Armenia**
(Yerevan, Armenia)
College of Engineering (2011 - 2013)
Graduate Courses: Engineering Economy

September 2004 to September 2013 – **Visiting Assistant Professor, Agribusiness Teaching Center** (Yerevan, Armenia)
Joint initiative of Texas A&M University and Agricultural Academy of Armenia

Undergraduate Courses:

Entrepreneurship (2009-present)
Operations Management (2013)
Supply Chain Management, International Business (2004-2007),
Introduction to Management (2007-2012),

Graduate Courses:

Applied Logistics and Supply Chain Management (Spring 2011, 2012, 2013)

Spring 2013 – **Research Assistant Professor, American University of Armenia** (Yerevan, Armenia)

September 2001 to 2004 – **Visiting Lecturer, State Engineering University of Armenia**
(Yerevan, Armenia)
Undergraduate Courses: International Business, Entrepreneurship

September 1995 to August 1998 – **Research Associate, American University of Armenia**
Graduate Courses: Management (1998)

- Worked on Development of State of Environment Report for Armenia funded by United Nations Environment Program (UNEP).

PROFESSIONAL BUSINESS EXPERIENCE

July 2001 – February 2010 – H2 ECOnomy LLC (spun-off from SolarEn LLC in 2002) (Glendale, CA; Yerevan, Armenia; Minneapolis, MN) Total funds managed – \$10,000,000.

President & CEO at H2 ECOnomy LLC (May 2004 to February 2010)

- Defined and developed the company's vision, goals, strategic directions and outcomes.
- Generated investments for company operations
- Developed business and marketing plans.
- Managed and supervised R&D activities and product development.
- Developing a new supply chain for newly developed products
- Made hiring/firing decisions.
- Other executive tasks.

General Manager at H2 ECOnomy LLC (March 2002 to May 2004)

- Defined and developed the company's vision, goals, strategic directions and outcomes.
- Developed business and marketing plans.
- Managed and supervised R&D activities and product development.
- Made hiring/firing decisions.

- Other management tasks.

Head of Fuel Cell Department at SolarEn LLC, (July 2001 to March 2002)

- Defined and developed department's vision, goals, and strategies.
- Supervised R&D activities.
- Approved business development plans.
- Prepared for spin-off and establishment of a fuel cell company - H2 ECOnomy, LLC
- Other executive tasks.

OTHER EXPERIENCE

July 2014 – September 2015 – **Trainer**, United Nations Industrial Development organization (UNIDO) Armenia (Yerevan, Armenia)

- How to raise financing for new startup – CleanTech Open Armenia

January 2012 – present – **Consultant**, Vasanavi – VDL (Eindhoven, Netherlands)

- Bio-Gas Project Management for pig farm

August 2010 – present – **Consultant**, Sunchiller LLC (Glendale, Ca, USA)

- Business Development

October 2006 to April 2010 – **Director, Board of Directors**, Cascade Bank, CJSC (Yerevan, Armenia)

- Participated in strategy development
- Participated in board's decision making processes
- Oversaw the bank's financial performance

February 1997 to January 1998 – **Consultant**, World Bank Armenia (Yerevan, Armenia)

- Worked on development of National Environmental Action Plan.

Training courses

- Clean Tech Management, **Central European University**, Budapest, Hungary 1997
- Renewable Energy Technology Management, **National Renewable Energy Laboratories**, Golden, Co, 2001
- Business Education, **Central European University**, Budapest, Hungary, 2003
- Project Management, **Californian Institute of Technology**, Pasadena, CA, 2006
- Training for VC Innovation Forum **Civic Research and Development Fund**, Kiev, Ukraine, 2006
- VC Innovations Forum, **Civic Research and Development Fund**, Cleveland, OH 2006
- Training for VC Innovation Forum, **Civic Research and Development Fund**, Moscow, Russia, 2006

- VC Innovations Forum, ***Civic Research and Development Fund***, Washington, DC 2007
- Doctoral Student Consortium, ***The Decision Sciences Institute***, San Francisco, CA, 2012

Lead for Sponsor Funded Projects

- **Open Society Institute**, Civic Education Program SCOUT (later HESP SCOUT)
Received an award and implemented Special Project for publishing a textbook and assisted/consulted in three other similar projects (2003-2006). Total award – \$25,000
- **Open Society Institute**, Civic Education Program SCOUT (later HESP SCOUT)
Received an award and multiple renewals for CEP SCOUT (later HESP SCOUT) Projects for curriculum development and teaching (2002-2004). Total award - \$20,000
- **US Department of Energy**
Received company award for Initiatives for Proliferation Prevention grant project for fuel cell component and system development with extension for combined solar renewable backup power system, in partnership with the US National Renewable Energy Laboratory and Russia's Kurchatov Institute (2004-2007). Total award - \$1,100,000
- **European Commission**
Led the Armenian team in the European Commission's Sixth Framework Program (FP6) project GenHyPEM-ReversPEM in consortium with organizations from 4 EU countries, Romania and Russia, on renewable hydrogen generator and reverse electrolyzer (2006-2009). Total award - 40,000 Euros
- **European Bank of Reconstruction and Development (EBRD)**
Received funding to provide consulting services to Vasanvi, LLC to get subsidy from Dutch Government (2012 - present) Award – 660,000 Euros
- Raised private funding for the development and installation of GRID connected 15 kW solar power system at Agricultural Academy of Armenia. The project was managed by ATC. (2012)
Total award – \$25,000

Honors and Memberships

- Edmund Muskie Fellowship, State Department USA 1998
- Dean's List, the University of Toledo, 1999, 2000
- Outstanding Muskie Award, US Embassy in Armenia, 2001
- The Society of Automotive Engineers, Detroit, MI 2000 – 2004
- American Graduates Association, Vice President, 2006 to 2008
- Decision Science Institute, 2012 – present
- Outstanding Research Award, American University of Armenia, 2015

PUBLICATIONS

1. Manoukian, A. HassabElnaby, H. Odabashian, V. *A Proposed Framework for Renewable Energy Technology Commercialization and Partnership Synergy: A Case Study Approach*. American Journal of Business, accepted for publication, Volume 30, issue 2, 2015
2. Manoukian, A. HassabElnaby, H. Odabashian, V. *Technology Commercialization Review: Aiming at a Fresher Perspective Based on Partnership Synergy*. International Journal of Management Research and Review, Volume5, Issue 7, pages 488 – 520, July 2015.

CONFERENCE PAPERS

1. Manoukian, A. Odabashian, V. *Operations Management Perspectives in Technology Startups: Relevance Analysis*, 2015 Decision Science Institute Annual Meeting, Seattle, USA, November 20-23, 2015
2. Manoukian, A. Hassabelnaby, H. Odabashian, V. *Impact of Management Compensation on Success of Startups*, 2014 Decision Science Institute Annual Meeting, Tampa, USA, November 19-24, 2014
3. Manoukian, A. Hassabelnaby, H. *Possible Alignment of Investment Decision Making Processes by Venture Capital Firms and Government Program Agencies in the Clean Tech Industry*, 2013 Decision Science Institute Annual Meeting, Baltimore, USA, November 16-19, 2013
4. Manoukian, A. Hassabelnaby, H. *Stakeholder's Partnership Synergies for Successful Commercialization of Renewable Energy Technologies*, 2012 Decision Science Institute Annual Meeting, San Francisco, USA, November 17-20, 2012
5. A. Manoukian, V. Odabashian, R. Mnatsakanyan, *Certain Prospects of Higher Temperature PEM Fuel Cells Research and Development*, 2006 Fuel Cell Seminar, Honolulu, HI, USA, November 13-16, 2006.
6. V. Odabashian, A. Manoukian, *A Hydrogen Outlook from a Transition Economy: Development of Hydrogen Fuel Cells by H₂ ECOmy in Armenia*. The International Seminar on the Hydrogen Economy for Sustainable Development, Reykjavik, Iceland, 28-29 September 2006.
7. Agassy Manoukian, John Turner, *Paving the Way to PEM Fuel Cell R&D Cost Reduction, Keynote Presentation*, Fuel Cell 2005 Conference & Exhibit on Advancements in Fuel Cell Applications & Technology, June 7-8, 2005, Minneapolis, MN, USA.

TEXTBOOKS

8. V. Odabashian, A. Tadevosyan, and A. Manoukian, Textbook, International Business, SEUA Press, Yerevan, 2003.
9. A. Manoukian, A. Tadevosyan, and V. Odabashian, Textbook, International Management, SEUA Press, Yerevan, 2004.
10. A. Manoukian, A. Tadevosyan, V. Odabashian and A. Lalayan, Textbook, International Marketing, SEUA Press, Yerevan, 2005.
11. A. Tadevosyan, N. Beknazaryan, V. Odabashian, A. Manoukian, G. Shushanyan, *Optimized Decision Making in International Business and Marketing: Practical Problems*, Textbook, SEUA Press, Yerevan, 2006.