

**EXPERIENCE****2008 - Ongoing      WorldVision | VisionFund | SEF International Universal Credit Organization LLC, Armenia**

**Global Director, Small and Growing Businesses (seconded till May 2018):** Supported operations in Sri Lanka, Myanmar, Ghana, and Mexico to set up a small business loan product with added advisory services. Liaised in multicultural environments to achieve alignment of goals, processes and expectations.

**Chief Executive Officer:** Led a turnaround at a microfinance company, grew portfolio fourfold to USD 27 million in a saturated declining interest rate market, resulting in 8 consecutive years of profitable performance, achieved eightfold improvement in loan portfolio quality of below one percent, introduced first mobile app-based digital scoring loan in Armenia, developed IT integration capacity within the company, introduced risk-based decision-making, improved internal control systems, performance evaluation and corporate governance, landed a round of USD 2.5 million equity capital from the shareholder, attracted USD 22 million rolling debt funding, built USD 2 million portfolio with crowdfunding partner Kiva.org, maintained proactive communication with stakeholders.

**2008 - 2009      Symbiotics Securities, SA, Geneva, Switzerland**

**External Consultant, Armenia:** Examined demand for debt funding at microfinance institutions in Armenia, structured debt issuance, identified 7 potential issuers and liaised with Central Bank of Armenia Board, developed credit portfolio default model.

**2004 - 2008      Cascade Credit Universal Credit Organization CJSC (nonbank finance), Yerevan, Armenia**

**Chief Executive Officer:** Led a 3-year start-up to profitability with recovery of accumulated losses, implemented the transformation of the company to project finance, built renewable energy portfolio with USD15 million debt and equity funding attracted from international investors, structured renewable energy loans to mitigate FX and interest rate risk, securitized 15 MWT renewable energy project carbon emission reduction units, secured USD5 million US government guarantee for local bond issuance, managed prospectus process and investor book-building, advised clients on corporate restructuring, capital structure and spin-offs, set up trustee operations.

**Managing Director/Development:** Reviewed M&A transactions, negotiated with Emporiki Bank (Greece) for local operations in Georgia and Armenia in a private equity deal, constructed credit quality-based bank valuation models, conducted due diligence, advised the shareholder on acquisition structure, hired and trained key personnel, set up internal control systems and procedures, developed proposals to target international financial institutions and government for public-private partnership projects.

**2002-2004      USAID Bank Training Program, Yerevan, Armenia**

**Senior Bank Consultant:** Assisted banks in implementing VAR and interest rate risk models, developed risk management guidelines for Armenian banks, designed asset and liability management procedures and reports, consulted software vendors on cost accounting module to banks.

**2000 - 2001      Hofstra University, Zarb School of Business, Hempstead, NY, USA**

**Graduate Assistant:** Studied firm survival patterns in investment banking, examined the relationship between the performance of stocks and the exchanges traded, designed and maintained security underwriter ranking database, analyzed investment banking concentration and bankruptcy patterns of public firms.

**Research Analyst, The Business Research Group:** Conducted in-depth analysis of distressed bio-tech and dotcom firms for a private equity firm, examined 200 securities and generated reports.

**2000      InterEquity Capital Partners, New York, NY, USA**

**Research Analyst /Summer Associate:** Examined over 100 businesses in a private equity/venture capital firm in a time-critical setting, contacted applicant companies, conducted market research, ran sensitivity analysis and scenarios, conducted due diligence, presented investment cases to board, negotiated transactions.

**1996 - 2000      Central Bank of Armenia, Yerevan, Armenia**

**Head of Risk Management:** Set up risk management system for Armenia sovereign fund, hired and trained key personnel, developed sensitivity analysis reports, designed investment guidelines, integrated MIS systems for mark-to-market valuation of portfolio, monitored Central Bank open market transactions for monetary policy compliance, developed bridge financing facility.

**Associate, Financial Operations:** Managed USD 300 million money market portfolio of Armenia sovereign fund, balanced currency positions, modified daily portfolio reports with triple cut in generation time, measured portfolio performance, controlled counterparty limits, developed international markets report.

**EDUCATION**

**General Management Program,** Harvard Business School, Boston, MA, USA, May 2016

**MBA with Distinction,** Hofstra University, Zarb School of Business, NY, USA, 2001

**Ph.D. in Economics and Finance, Masters in Economics with Honors,** Yerevan State University, Yerevan, Armenia, 1999, 1996

**EXTRA | Lecturer, Finance** at American University of Armenia | **Recent Trainings:** Harvard Business School, Strategic Leadership in Microfinance 2012, Investment Management Workshop 2010 | **Interests:** art, technology, fiction.