



**MARTIN GALSTYAN**  
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**Areas of Expertise**

- Management at the executive level.
- Strategic planning/organizational development.
- Macroeconomic statistics
- Applied monetary economics
- Adaptive Leadership and Multiparty Negotiations
- Analysis of business strategy and competitiveness
- Financial analysis and business valuation.

**Professional  
Experience**

|           |   |                  |
|-----------|---|------------------|
| 2018-     | <b>CENTRAL BANK OF THE REPUBLIC OF ARMENIA</b><br><b>Member of the Board</b>  | Yerevan, Armenia |
| 2014-2018 | <b>CENTRAL BANK OF THE REPUBLIC OF ARMENIA</b><br><b>Director of Dilijan Research and Training Center</b>   | Dilijan, Armenia |
|           | <ul style="list-style-type: none"><li>• Develop and execute the strategy for the Center on research and training.</li><li>• Supervise and coordinate the work of the research department</li><li>• Lead the work with International Financial Institutions (IMF, BIS, World Bank, USAID etc.).</li><li>• Coordinate the work with academic institutions (Harvard, Stanford, Cornell, Notre Dame, American University of Armenia, etc.).</li></ul> |                  |
| 2006-2014 | <b>CENTRAL BANK OF THE REPUBLIC OF ARMENIA</b><br><b>Head of Statistics Department</b>  | Yerevan, Armenia |
|           | <ul style="list-style-type: none"><li>• Supervised and managed a team of 50 statisticians, economists, financial analysts and surveyors responsible for general macroeconomic statistics, including monetary, financial, balance of payments, external debt and IIP statistics.</li><li>• Advised the Central Bank's Board, Chairman and Departments on various statistical and monetary policy issues.</li></ul>                                 |                  |

- Coordinated a work of IMF's ROSC mission visit to Armenia.
- Designed the ethical code of practices for Central Bank of Armenia's Statistics Department.
- Coordinated the work of interagency working group on improving the quality of statistics (Central Bank, National Statistical Institute, Ministry of Finance).
- Led the projects of introducing and institutionalizing Professional Forecasters (Banks, Other financial institutions), Bank Lending, and Intelligence Agents' surveys.

2006

#### **Head of Economic Statistics Development Division**

- Supervised and managed team of 9 statisticians, economists and financial analysts.
- Advised the Central Bank's Chairman and Departments on statistical issues.
- Managed the project of design and implementation of Inflation Expectation Survey
- Led the project to bring the calculation of Business Climate, Consumer Confidence and Economic Activity indices in accordance with best international methodology.
- Initiated the design of the Armenian Real Estate Market Single Price Index.
- Led the project of rating of non-financial enterprises in Armenia.

2004-2006

#### **Head of Foreign Exchange Reserves Management Division** Senior Dealer

Yerevan, Armenia

- Supervised and managed a team of four portfolio managers.
- Executed trades in international financial markets.
- Co-authored "Annual Reserves Management Strategy".
- Managed Central Bank's relations with international counterparts.
- Made reports to the Chairman about developments in international financial markets.

1998-2003

#### **Senior Portfolio Manager, Portfolio Manager,** **Dealer Financial Operations Department**

Yerevan, Armenia

- Ran multicurrency fixed income portfolio in international financial markets.
- Executed trades in domestic financial market.
- Monitored and assured international reserve management operations with respect to the investment guidelines and benchmark portfolio.
- Analyzed the impact of various financial market instruments on monetary policy.
- Analyzed the financial strength and soundness of potential partner financial institutions.

#### **Professional affiliation**

Member of International Statistical Institute

Member of BIS's Irving Fisher Committee on Central Bank statistics.

Member of IMF's working group on monetary and financial statistics methodology.

#### **Teaching Experience**

**AMERICAN UNIVERSITY OF ARMENIA**

Yerevan, Armenia

**First winner of the "Excellence in teaching award" 2014**

2010- “Microeconomics of competitiveness” in affiliation with **Harvard Business School’s Institute for strategy and Competitiveness**, Certified Instructor, course for Master of Business Administration candidates

2013- “International Strategic Management” course for Professional Master of Business Administration candidates

2005-2008 **YEREVAN STATE UNIVERSITY** Yerevan, Armenia  
Taught “International financial markets and instruments” course for Master’s Degree candidates.

2015- **INTERNATIONAL ACADEMY OF BUSINESS** Yerevan, Armenia  
Providing trainings on adaptive leadership in affiliation with Hugh O’Doherty of Harvard Kennedy School.

**Education** **HARVARD UNIVERSITY, Harvard Kennedy School** Cambridge, Massachusetts  
Master in Public Administration, June 2010

**HARVARD UNIVERSITY, Harvard Business School** Cambridge, Massachusetts  
Selected courses on Business Analyses and Valuation, Strategy, and Competitiveness

**JOINT VIENNA INSTITUTE, IMF** Vienna, Austria  
“Applied Economic Policy Course“,2000

**MOSCOW STATE UNIVERSITY, IMF-WB** Moscow, Russia  
“Intro Course in Applied Market Economics”,2000

**YEREVAN STATE UNIVERSITY** Yerevan, Armenia  
Ph.D. in International Economics, 2002

**YEREVAN STATE UNIVERSITY** Yerevan, Armenia  
Diploma with honors, Economics, 1999

**Language Skills:** Fluent in Russian and English languages

**Pro Bono:** Board Member- Dilijan Development Foundation

Board Member - Scholae Mundi Armenia

Board Member - Dilijan Central School – Ayb Foundation

