

VAHE ODABASHIAN

SUMMARY

Twenty-nine years of work experience, including research, teaching, consulting, training, renewable energy business development and company management, commercialization/marketing/sales of technologies, project management, policy development, internal monitoring and evaluation, etc.

EDUCATION

- PhD in Economics and Management of Industries, Yerevan State University, Yerevan, Armenia, 2016- 2018
- MBA in Business, Government & Not-for-Profit Management, Willamette University's Atkinson Graduate School of Management (with Honors), Salem, OR, USA - 1998 - 2000
- B.Sc. in Chemistry, Yerevan State University, Yerevan, Armenia, 1984 - 1992
- Diploma of English Translator, Yerevan State University, Yerevan, Armenia, 1988 – 1990

Training courses

- ✓ *Corporate Social Responsibility Training* organized by US Embassy and IREX, Tsakhkadzor, Armenia, February 2011
- ✓ US Department of Commerce *SABIT Renewable Energy Program for Eurasia*, Washington, DC; Philadelphia, PA; Phoenix, AZ; Denver, CO; San Francisco, CA; USA, 2010.
- ✓ *Global Training for the Development*, IC² Institute/Austin Technology Incubator, University of Texas at Austin, Austin, TX, USA, 2001.
- ✓ *Project Management*, Pryor Seminars, Salem, OR, USA, 1998.

Honors and Memberships

- Beta Gamma Sigma – Honor Society for Collegiate Students of Business, 2000 (USA)
- Pi Alpha Alpha – National Honor Society for Public Affairs and Administration, 2000 (USA)
- The National Dean's List, 1999, 2000. (USA)
- The National Geographic Society – member, 1999 - to date (USA)
- American Graduates Association (of Armenia) – Board Member, 2003 - to date (Armenia)

PROFESSIONAL EXPERIENCE RECORD

2015 to date: **Adjunct Assistant Professor** of Operations Management, Management Information Systems and International Business Management – Manoogian Simone College of Business and Economics, American University of Armenia, (Yerevan, Armenia)

2010 to date: **Associate Professor** of Management, Marketing, International Business and Operations Management – Department of Economics and Management, Information & Communication Technologies and Electronics Institute of the National Polytechnic University of Armenia (Yerevan, Armenia);

- Developing and implementing syllabi, semester work plans.
- Teaching courses, conducting practical seminars.
- Preparing and administering exams and tests.
- Supervising students with their term papers and final thesis.
- Grading the students.
- Conducting research, writing scholarly articles.

2002 - 2010 **Vice President** – H₂ ECoNomy, CJSC (Yerevan, Armenia) – A privately held, American-owned renewable energy company.

- Defined and developed the company's vision, goals, strategic directions and outcomes.
- Managed the company's marketing and sales.
- Developed business and marketing plans.
- Contributed extensively to attracting investment/fundraising activities.
- Managed technology development and commercialization, made keep/drop decisions on R&D direction and product lines.
- Wrote grant proposals and managed grant application and implementation process.
- Other executive tasks.

2000 - 2002 **Business Development Director** – SolarEn, LLC (Yerevan, Armenia) – A privately held, American-owned renewable energy company and technology incubator.

- Defined and developed company's vision, goals, and strategies.
- Developed commercialization and marketing strategy for the company's Fuel Cell Group.
- Compiled business plans for technology incubator and solar energy company.
- Wrote grant proposals and managed grant application process.
- Defined and developed vision, goals, strategic directions and outcomes for Armenia's Information Technologies Master Plan. Led the team preparing the IT Master Plan.
- Managed the company's marketing and sales.
- Developed progress and annual reports for submission to company owners.

Summer 2000 **Project Management Intern** – Oregon Department of Administrative Services, TPPS IT Unit (Salem, OR, USA).

- Developed and maintained project plans, budgets and tracking.
- Coordinated and dealt with project issues and risks (jeopardy management).
- Participated in compilation of Project Office Handbook and Toolkit.
- Prepared Project Office Handbook and Toolkit.
- Maintained directories of available experts and their skills, performed their matchmaking with proposed and underway projects.

Summer 1999 **Classification Analyst/Intern** – Oregon Department of Transportation, Human Resources (Salem, OR).

- Performed classification analysis to determine best available fit for the functions performed.
- Conducted desk audits.
- Processed survey data to assess needs for position management.
- Developed Position Management Project for the Classification team.
- Reviewed assigned job functions as identified within an employee's position description.
- Introduced Logical Framework approach to the Department.

1997 – 1998 **Chief Expert** – European Commission Food Security Programme (Yerevan, Armenia) – A program of state budgetary support to Armenia from the European Union

- Developed Program Planning Paper/Matrix according to Logical Framework Approach.
- Followed-up the fulfillment of the programme conditionalities by government institutions.
- Collected political, economic and agricultural information necessary for program execution.
- Extensively contributed in compilation of program reporting documentation.

1996 – 1997 **Coordinator/Internal Monitoring and Evaluation Expert** – European Union TACIS Regional Agricultural Reform Project (Yerevan, Armenia).

Simultaneously: **Seminar Moderator, Seminars on Logical Framework Analysis and Project Management** – TACIS RARP (Yerevan, Armenia)

- Ensured the project activities compliance with ToR, Work Plan and needs of beneficiaries.
- Resolved administrative and office management issues.
- Designed and developed project Logical Framework matrix.
- Evaluated and reported project impact, carried out internal monitoring and evaluation.
- Conducted seminars on Logical Framework Analysis and Project Management.
- Assisted Republic of Armenia Minister of Agriculture during CEMAT 97 Conference on Spatial Planning and Management of Water Resources (Cyprus).
- Participated in project management based on co-management approach on internal monitoring and evaluation.
- Compiled, edited and finalized project reports (progress of activities, internal monitoring and evaluation, etc.).

1996 **Consultant** – Armenian Banks Auditing Project of World Bank and International Monetary Fund (Yerevan, Armenia).

- Consulted the World Bank experts on local market of currencies and stocks.
- Performed exchange rates development research.
- Interpreted and translated for the World Bank experts during the bank audits
- Assisted with preparation of the project outcomes report.

1995 – 1996 **Project Assistant** – European Union TACIS/PLS Consult office at Republic of Armenia Ministry of Social Security (Yerevan, Armenia) – A project of technical assistance for strengthening social security services in Armenia

- Interviewed the Ministry's personnel and compiled their job descriptions/job specifications.
- Organized the training and re-qualification of the Ministry's and rural areas social security services' staff.
- Interviewed the Ministry of Social Security personnel and compiled their job descriptions/job specifications.
- Assisted with organization of training and re-qualification of the Ministry's and rural areas social security services' staff by international methodologies.
- Performed translation/interpreting tasks, edited Trainer's Manual

1993 – 1995 **Director's Assistant on Foreign Relations** – Armenian Energy Seismic Projects (AESP)
Institute of the Republic of Armenia Ministry of Energy (Yerevan, Armenia)

- Consulted and assisted the director in business related issues with foreign entities, developed foreign relations strategy.
- Represented the Institute in business negotiations.
- Managed equipment imports.
- Assisted European Union's Armenia Hydrocarbon Potential Development Program, including translation/interpreting for experts of Simon Petroleum Technology and Partex Oil & Gas, work with geological/geophysical maps, logistics, etc.
- Organized logistics, resolved technical and documentation issues, helped with equipment import/export for foreign collaborators (ISMES S.p.A.) conducting geophysical investigations at the site of the Armenian Nuclear Power Plant.
- Arranged mission visits, field trips and assisted International Atomic Energy Agency (IAEA) Missions in Armenia.

1991 – 1993 **Foreign Relations Coordinator, Member of the Board of Directors** –
"212" CJSC (Yerevan, Armenia)

- Coordinated and led foreign business relations.
- Found and established initial contacts with potential foreign partners.
- Participated in negotiations and consulted the company president.
- Prepared business correspondence/contracts in English and Russian languages.

INTERNATIONAL PROJECTS IMPLEMENTED

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| 2004-2007 | Coordinated the US Department of Energy Initiatives for Proliferation Prevention 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, Russia's Kurchatov Institute and Yerevan State University, including identification of the right organizations and experts on the non-US side to contribute to the project, managing its operations, identification and submission of the intellectual property, supervision of reporting, etc. |
| 2006-2009 | Coordinated cross-institutional operation processes; carried out technical/economic analysis and served as the primary contact person 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 electrolyser. |
| 2009 | Consulted and performed technical/economic/operations analyses for: (i) a swimming pool solar heating project at Weber State University, Ogden, UT; (ii) solar thermal project for Pierce College, Los Angeles, CA; (iii) solar PV system installation proposal at a Roman Catholic parish in Honolulu, HI; (iv) solar water heating for a fish farm in Florida. |
| 2011 | Led the work in an advisory project of EBRD BAS on preparation of a business and operations plan and actual implementation for a pig farm sustainable development and biogas plant installation under Dutch government's Private Sector Investment program. |
| 2012 | Consulted in introduction of innovative renewable/sustainable energy technologies in Poland, including: identifying best suited technology for specific operations/sites; contacting to and obtaining technical information from fuel cell system suppliers, performing technical/economic analysis; assessing feasibility of projects; evaluating a potential RE demonstration project for (i) a location with no access to power supply, (ii) for a condominium, (iii) for farm and residence; etc. |
| 2014-2018 | Three times single-handedly implemented the World Bank/IMF project Readiness for Investment in Sustainable Energy (RISE) for Armenia, including interviews with |

government officials, business executives and other stakeholders, research of official and unofficial documents related to renewable energy (RE) and energy efficiency (EE), evaluation of procedural efficiencies for doing RE business in the country, study and effectiveness interpretation of EE rules and practices, submission of final report/results and follow-up activities.

- 2015, 2016 Conducted business training of students for the Innovative Business Ideas Generation and Entrepreneurship project for the UNIDO, and carried out mentoring of three business teams for the UNIDO GEF Global Cleantech Innovation Programme.
- 2018 Consulted World Bank Independent Evaluation Group field assessment mission of the WB/GEF Armenia Energy Efficiency Project, including interviews with stakeholders, study of the impact on policy/legal/regulatory framework, contribution to the Project Performance Assessment Report, etc.

SELECTED PUBLICATIONS

1. V. Odabashian, G. Karamyan, *Fuel Cells Development in Armenia*, Renewable Energy: Reality and Perspectives. Conference Proceedings, Yerevan, 2003.
2. G. Karamyan, R. Mnatsakanyan, H. Sargsyan, Kh. Gyulumyan, V. Odabashian, A. Manoukian, V. Melikyan, V. Vardanyan, A. Danielyan, *Development of Fuel Cells by H₂ EConomy*, 2003 Fuel Cell Seminar: Fuel Cells for Secure, Sustainable Energy, Miami Beach, FL, USA, November 3–6, 2003.
3. V. Odabashian, A. Tadevosyan, and A. Manoukian, *International Business Basics*, Tchartaraget, Yerevan, 2003, (in Armenian language, Textbook adopted for instruction at State Engineering University of Armenia).
4. A. Manoukian, A. Tadevosyan, and V. Odabashian, *International Management*, Tchartaraget, Yerevan, 2004, (in Armenian language, Textbook adopted for instruction at State Engineering University of Armenia).
5. A. Tadevosyan, N. Beknazaryan, V. Odabashian, A. Manoukian, G. Shushanyan, *Optimized Decision Making in International Business and Marketing: Practical Problems*, Tchartaraget, Yerevan, 2006, (in Armenian language, Textbook adopted for instruction at State Engineering University of Armenia).
6. V. Odabashian, A. Manoukian, *A Hydrogen Outlook from a Transition Economy: Development of Hydrogen Fuel Cells by H₂ EConomy in Armenia*. The International Seminar on the Hydrogen Economy for Sustainable Development, Reykjavik, Iceland, September 28-29, 2006.
7. 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.
8. V. Odabashian, *Financing Innovation and Technology: H₂ EConomy's Case*, Advancing Innovation in ECA 2007 Conference, Yerevan, Armenia, September 17-20, 2007.
9. V. Odabashian, *IC Technologies in the Renewable Energy*, Bridging the Development Gap: Sustainable Growth in Information and Communication Technologies and Hi-Tech through Education, American University of Armenia, Yerevan, November 20-23, 2007.
10. V. Odabashian, S. Khachatryan, *Renewable Energy in Armenia*, "21-st CENTURY", Yerevan, No. 1 (3), 2008 (English language edition).
11. V. Odabashian, *Hydrogen Economy*, ArmTech Congress '08, Yerevan, Armenia, October 4-5, 2008.

12. A. Ranjbari, S. Grigoriev, V. Odabashian, V. Fateev, Y. Lu, P. Millet, *Reversible Electrolyzer-H₂/O₂ Fuel Cells Using PEM Technology*, Fundamentals and Developments of Fuel Cells Conference 2008 - FDFC2008, Nancy, France, December 10-12, 2008.
13. V. Odabashian, H. Altunyan, S. Khachatryan, *The Role of Renewable Energy in Development of Innovation System in Republic of Armenia*, The 4th International Renewable and Clean Energy Conference, Yerevan, October 5-7, 2009.
14. V. Odabashian, *Hydrogen Economy: Recent Developments and Prospects*, Round Table Discussions on the Renewable Energy Development Roadmap in Armenia, Arzakan, Armenia, June 25-26, 2011.
15. V. Odabashian, *Economic and Marketing Considerations of Applying Renewable Energy Sources in the Telecommunication Industry*, State Engineering University of Armenia Bulletin: Collection of Scientific Papers, Tchartaraget, Yerevan, 2013.
16. V. Odabashian, *Fuel Cells: Industry Trends, Technological/Economic Considerations and Commercialization Barriers*, The 5th International Renewable and Clean Energy Conference (The Prospects of Low Carbon Development in Armenia), Yerevan, Armenia, October 24-25, 2013.
17. V. Odabashian, *Some of the Current Realities in Commercialization of Hydrogen and other Fuel Cells Technology*, State Engineering University of Armenia Bulletin: Collection of Scientific Papers, Tchartaraget, Yerevan, 2013.
18. V. Odabashian, *Enabling Environment for Development of Renewable Energy in Armenia: a Summary of the RISE Project*, Renewable Energy Conference in Armenia (by R2E2 and Konrad Adenauer Stiftung), Yerevan, Armenia, December 10-11, 2014.
19. V. Odabashian, *The UN Initiative "Sustainable Energy For All" and Results of a Study on Investment Environment For Sustainable Energy Development In Armenia*, Annual Scientific Conference of the State Engineering University of Armenia, Yerevan, 2015.
20. A. Manoukian, H. HassabElnaby, V. Odabashian, *Technology Commercialization Review: Aiming at a Fresher Perspective Based on Partnership Synergy*, International Journal of Management Research & Review, Volume 5, Issue 7, July 2015.
21. A. Manoukian, H. HassabElnaby, V. Odabashian, *A Proposed Framework for Renewable Energy Technology Commercialization and Partnership Synergy: A Case Study Approach*, American Journal of Business, Volume 30, Issue 2, pp. 147 – 174, 2015.
22. V. Odabashian, *Innovation and Innovative Technologies: Problems and Solutions*, "21-st CENTURY", (Armenian language edition), No. 5 (69), 2016, pp. 47-68.
23. A. Tadevosyan, V. Odabashian, *Stimulation of Innovation and Innovative Technologies as a Primary Objective of Scientific-Educational Institutions*, National Polytechnic University of Armenia Bulletin: Collection of Scientific Papers, Vol. 1, 2017, pp. 482-487.
24. V. Odabashian, *The Issue of Developing Cooperation and Partnership Networks in the Process of Creation of Innovative Technologies*, "21-st CENTURY", (Russian language edition), No. 3 (44), 2017, pp. 63-73.
25. V. Odabashian, H. HassabElnaby, A. Manoukian, *Innovative renewable energy technology projects' success through partnership*, International Journal of Energy Sector Management, No. 13 (2), 2019, pp. 341-358.