

Curriculum Vitae

Name:

Ms. Eliza Tigranyan

Profession:

Management Consultant, Business Development Expert, Lecturer and trainer of Finance/Accounting, and Business/Investment/Strategic Plan Development and Analysis related courses

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Membership in professional societies:

- Fellow Member of Association of Certified Chartered Accountants (ACCA-UK)
- Former Licensed Armenian Auditor

Professional experience and qualification:

- Extensive experience in project and company management.
- More than 25 years of experience in business development, strategic business planning, financial management and forecasting, budgeting, financial modeling and analysis, business, investment and equity valuations, conduct of vendor and buyer side financial and operating due diligence assignments, financial restructuring of companies, market research, feasibility and sector studies, value chain analysis.
- Experience in academic teaching.
- Wide experience in delivery of business consulting services and trainings to large companies, SMEs and microenterprises.
- Broad experience in conduct of trainings for managers of established and startup companies, for the clients and staff of international organizations, banks and financial institutions.
- Experience in enterprise, project and NGO audit, internal audit, spot checks, and risk assessment of public financial management.
- Experience in loan disbursement; grant making activities and monitoring projects after getting financed.
- Prepared over 140 business, investment plans and feasibility studies.
- Prepared over 40 investments and equity valuation and due diligence reports.
- Professional experience in healthcare, tourism and hospitality, IT and telecommunications, banking/financial institutions, aviation, metallurgical sector, construction, food production and processing, agriculture, soft and alcohol drinks production, shoe production, transportation (metro), water supply and sewerage services, pharmaceuticals, poultry, starter battery production, cement production, wholesale and retail trade, hotel and resort center industry, glass bottle and jar production.
- Client list includes such organizations as: EBRD, UNDP, UNICEF, ADB, World Bank, IFC, Nestle, Booz Allen Hamilton Inc., Synopsis Armenia, USAID (Tax Improvement Program (TIP) Project; EDMC Project-Pragma corporation; Public Financial Management Risk Assessment (PFMRAF Stage II)), Coca Cola Armenia; Philip Morris, SiXT Armenia, Zeppelin Armenia, Renco Italian construction company, Nairit Chemical Plant, ArmenTel, Armex & CDA (OMXE), Armavia Air Company, Yerevan Metro after Karen Demirchyan CJSC, Metal Prince, Hovnanian International, Areximbank CJSC, Emporiki Bank in Armenia and Georgia, ACRA Credit Reporting CJSC, EDENRED Company, SME DNC of Armenia, All Armenian Fund, Ministry of Economy, Ministry of Social Security, Europe Hotel, Metropolis Hotel, Fibernet, GNC Alfa, IFIC, Paramout Gold Mining, Zonq CJSC, Yerevan Jur CJSC, Electron CJSC, Ararat Cement CJSC, etc.
- Successfully carried out fund raising projects for the World Bank, IFC, OPIC, EBRD, Eurasia Foundation, Black Sea Trade and Development Bank, Deutsche Bank, etc

- Knowledge of International Standards on Auditing (ISA) and International Financial Reporting Standards (IFRS). Knowledge of Armenian Accounting Standards, Financial Reporting and Armenian Tax regulations. Knowledge of Grant Thornton International Transaction Advisory methodology, International Valuation Standards and methodology of business and equity valuations.
- Strong analytical, data processing, advising, commenting and reporting skills. Ability to work under pressure. Advanced team management skills.

Mentoring experience

- WiBiF IBoot Camp 2015; Empower and inspire young entrepreneurs to create new and innovative business plans (supported by United States Embassy).
- Women mentoring program initiated by AUA and US Embassy, 2012 and 2013.
- Diploma project supervisor for graduate students of French University and Armenian State University of Economics, 2002-2005.

Countries of professional experience

France, The Netherlands, Austria, Germany, Armenia, Russia, Georgia, Tajikistan, Uzbekistan

Education:

2002-2005	Association of Chartered Certified Accountants (ACCA-UK) Qualification: Chartered Certified Accountant
2003	University of Cambridge. Judge Institute of Management Studies (UK) Executive Management and Leadership Program
1992-1994	American University of Armenia (Affiliate of the University of California, USA), College of Business Administration Degree: MBA
1985-1990	Yerevan Polytechnic Institute, Department of Computer Sciences Degree: Engineer of Computer Sciences
1987-1989	Yerevan Polytechnic Institute, Department of Public Sciences Degree: Journalist

International Trainings and Conferences:

2018	National Initiatives for Strengthening Accounting Education (World Bank Group), Workshop, Yerevan, Armenia
2016	Outsource2Armenia, Finance and Management Conference, Armenia
2016	IIA-Armenia International Conference, Yerevan, Armenia
2008	Training on Transaction Advisory Services (Due Diligence). Zurich, Switzerland
2002	Training on dividend distribution policy; Management tools, France
2001	Training on Enterprise Mergers; Audit of Small Enterprises, France
1998	Association Building Program, Center of International Private Enterprises, Washington, Detroit, USA
1997	Program for SME Consultants, Netherlands
1997	Management of Consulting Company, Objective Oriented Project Planning, Yerevan, Netherlands
1996	Workshop of the Balkan Center for Cooperation among Small- and Medium-Sized Enterprises, Istanbul, Turkey
1995	Staff Development Program; Financial Forecast Module, Interviewing Techniques, Management of Change, Netherlands
1994	Training of Trainers and Advisors, Netherlands

Employment record:

2019	Lecturer of Accounting at Agribusiness Teaching Center, Master of Agribusiness Program. Course: Managerial Accounting and Control
2016- present	Freelance Management Consultant
2016	ACCA Trainer - F8 Financial Management, IAB International Academy of Business
2014 – present	Adjunct Accounting Faculty, American University of Armenia (Affiliate of the University of California, USA), Manoogian Simone College of Business and Economics Member of Budget and Planning Committee of the AUA Faculty Senate; Former Member of Standing Committee on Academic Standards; Former Member of Standing Committee on Student Conduct and Ethics
2000 – 2016	Senior Manager (formerly Manager; Senior Consultant), Grant Thornton
1999 –2000	Business Advisor / Loan Officer, United Nations IOM-microenterprise Development Program, Yerevan, Armenia
1998 –1999	Executive Director at Business Support Centre (BSC – TACIS-FACET BV -The NL, GTZ-Germany)
1996 –1998	Head of Consulting Department/ Senior Business Consultant, Armenian Business Support Centre (ABSC – TACIS-FACET BV-The NL, GTZ-Germany)
1996 –1996	Head Business Counsellor, World Vision Armenia, Yerevan, Armenia
1994 –1996	Business Consultant/Financial Expert at Armenian Foundation for SMEs (AFSME - TACIS), Yerevan, Armenia

Languages:

Language	Speaking	Reading	Writing
Armenian	Excellent	Excellent	Excellent
Russian	Excellent	Excellent	Excellent
English	Excellent	Excellent	Excellent
French	Good	Good	Good
German	Basic	Basic	Basic