

EXPERIENCE

AMERICAN UNIVERSITY OF ARMENIA

Yerevan, Armenia

Industry Liaison, Lecturer

2013 - present

- Key contact person for industry relations at College of Business & Economics (CBE)
- Constant outreach assistance to instructors seeking industry engagement projects
- Handle inter-university collaboration with colleges and research centers outside CBE
- Project planning for Center for Business Research and Development (CBRD), building cooperation and negotiating data acquisition from partnering organizations (commercial, governmental, NGOs)
- BUS 101 INTRODUCTION TO BUSINESS (2013-2017)
- BUS 211 INNOVATION & ENTREPRENEURSHIP (2016 – present)
- Capstone Project Supervisor/Instructor (MBA, MSM, BAB)
- Supported the design and launch of BA in Business Internship Program

EVERY DAY CJSC (Beverages, HOD)

Yerevan, Armenia

Founding Director

2008 - 2019

- Founded the company in September 2008, recruited the startup team
- Developed and maintained business relations with suppliers locally and in Turkey, Poland, South Korea, China, UAE, Georgia, and Russia (listed in order of relevance)
- Constantly supervised and coached department managers (Bottling, Warehousing & Delivery, Sales & Customer Care, Finance & Accounting)
- Led the acquisition of a major market competitor in 2017, became a shareholder
- Designed and implemented the succession of executive oversight, handed over directorship to a new incumbent in 2019

CASCADE CAPITAL HOLDINGS & CASCADE CREDIT (Financial Services)

Yerevan, Armenia

Associate & Loan Officer

2004 - 2006

- Early-stage loan application evaluation from hydropower and solar power companies
- Presented loan applications to credit committee; tailored financial products to customer needs
- Post-disbursement loan monitoring activities

EDUCATION

UNIVERSITY OF OREGON, Lundquist College of Business

Eugene, OR, USA

Master of Business Administration (MBA)

2006 - 2008

- Classes in advanced financial management, managerial accounting, cost accounting, marketing strategy, project management, supply chain management, operations modeling, business statistics, new product development, entrepreneurship and new venture planning
- Completed a marketing consulting project with Yakima Products, Inc. on new product development: responsible for market segmentation, survey data analysis, feasibility analysis

DEPARTMENT OF ECONOMICS, Yerevan State University

Yerevan, Armenia

Bachelor of Arts (BA), Master of Arts (MA), Economics

1999 - 2005

- Graduation thesis: Financial health indicators: an application to Armenian enterprises

SKILLS & INTERESTS

- Language skills: native speaker of Armenian and Russian, fluent in English
- Computer skills: advanced MS Office (Word, Excel, PowerPoint)
- Active in tennis (played junior tour in Armenia for 8 years), and downhill skiing