

Davit Iskandaryan

PERSONAL INFORMATION

Nationality	Armenian
Scientific Degree and Memberships	<ul style="list-style-type: none"> - Project Management Professional, PMP® - PhD in Economics and Finance - Member of Project Management Institute (USA) - Member of PMI Armenia Chapter (Armenia)
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WORK EXPERIENCE

September 2006 to date	<p>Senior Lecturer at the Department of Economics and Finances Organisation: Institute of Economics and Business at Russian-Armenian (Slavonic) State University Description of duties: Lectures in Project Management, Business Engineering, Start-ups, Banking.</p> <p>Business Incubator Member of Initiative Group Description of duties: Development of concept of Business Incubator, coordination of organizational processes, mentoring and consulting of start-up projects, trainings for the start-up groups, consulting on projects.</p>
June 2020 to date	<p>Project Coordinator National Consultant UN Women Description of duties:</p> <ul style="list-style-type: none"> - Coordinated and provided logistical support to all international technical assistance missions provided by UN Women and the EU-STEP Project with Statistical Committee of the Republic of Armenian (ARMSTAT). - Supported ARMSTAT to develop and adjust methodology on Time-Use Survey (TUS) according to technical guidance recommendations provided by partners/international organizations. - Supported the coordination between the different departments at ARMSTAT involved in preparation and implementation of the TUS. - Supported ARMSTAT in all preparatory stages to conduct testing, pilot survey and full-scale survey. - Delivered secretariat support to the inter-agency working group meetings. - In collaboration with the relevant ARMSTAT departments, ensured quality and timely narrative and financial reporting to UN Women on progress of the project.
December 2017 to date	<p>Vice President Finance PMI Armenia Chapter Description of duties:</p> <ul style="list-style-type: none"> - Provide financial reporting regarding the state of finances and chapter activity to chapter membership, board and executive level volunteer leaders on a monthly basis (board meeting).

November 2016 to date	<ul style="list-style-type: none"> - Report on the state of finances at board meetings and chapter meetings. - Develop an annual operating budget and financial statement to be included in the annual application for charter renewal. - Recommend improvements in the financial processes to the board. - Maintain the annual budget. - Contribute to financial planning/goal setting, investing, forecasting and budgeting for the chapter. - Serve as liaison with PMI Global Operating Centre on financial matters.
June 2020 – August 2020	<p>Managing Partner PMA LLC – Project Management Advisory Company Description of duties:</p> <ul style="list-style-type: none"> - Project management advisory. - Business development and customer relationship. - Business and financial (investment) advisory. - Financial valuation and modelling.
January 2020 – February 2020	<p>Local Expert on Business models development under the EU Green Agriculture Initiatives in Armenia project Organization: United Nations Development Programme Description of duties:</p> <ul style="list-style-type: none"> - Developed business models, sample business plans for three value chains: sheep breeding, legumes, and herbs cultivation. - Developed investment plans for processing, post harvesting and processing/packaging for the sheep breeding, legumes, and herbs cultivation value chains. - Developed financial models in a user-friendly format designed with MS Excel.
December 2019 – March 2020	<p>Research Expert Donor Organization: EU Green Agriculture Initiatives in Armenia project Organization: EV Consulting cjsc Description of duties:</p> <ul style="list-style-type: none"> - Conducted comprehensive research and evaluation of agro value chains in target regions of Armenia. - Developed matrix for agro value chains selection for each target region of Armenia. - Organized and participated in stakeholder meetings for information collection, results validation purposes. <p>Expert of Concept Development Organization: United Nations Development Programme Description of duties:</p> <ul style="list-style-type: none"> - Developed comprehensive concept paper on development of Assistive Technologies ecosystem in Armenia. - Conducted research of foreign countries experience, revealed development and improvement aspects for Armenia. - Participated in a workshop organized by the World Health Organization for discussing Assistive Technologies development perspectives.

June 2019 –
January 2020

Expert on Communication and Media Engagement

Organization: GOPA Worldwide Consultants

Description of duties:

- Provided technical inputs in assessment of the current practices of media engagement, publication and communication at the Statistical Service of Armenia and in preparation of recommendations to improve the practices in line with modern good practices, to address capacity gaps and instruments.
- Contributed towards development of instruments for media engagement, publication and communication.
- Supported to Statistical Committee of Armenia staff on the program deliverables implementation.

October 2017 –
January 2020

Director | Head of Dilijan Development Program

Organisation: Dilijan Development Foundation | IDeA Foundation

Description of duties:

- Managed the Dilijan Development Program (strategic direction in the programs of IDeA Foundation) and the Foundation’s activities.
- Managed the projects within the portfolio of the Foundation.
- Managed the operating entities within the Foundation, including Tourism Information Centre set up and operational management, Café (social enterprise) and guesthouse management, property management and coordination.
- Represented the Foundation at the Urban Development and Investments Encouraging Committee, operating with Dilijan Municipality.
- Coordinated the strategic relationship with the Founders and partners.

June 2014 –
October 2017

Head of Investment Programs

Organisation: Dilijan Development Program | IDeA Foundation

Description of duties:

- Developed and evaluated business plans and investment plans, as well as project concepts and proposals for submission to the Foundation’s Board of Trustees and CEO.
- Conducted business valuation of companies for revealing their development potential.
- Participated in the Foundation’s strategic plan development and interim reviewing processes.
- Prepared financial projections for the Foundation’s activities.
- Participated in negotiations with partner and donor organizations for implementation of joint projects and programs.
- Arranged the implementation processes of separate business plans and projects approved within the Foundation’s strategy and mission.

September 2015 –
November 2015

Coordinator

Organization: Statistical Committee of the Republic of Armenia

Project: Demographic and Health Survey (DHS)

Description of duties:

- Arranged and organized the process of survey.
- Delivered guidance to the field interviewers.
- Prepared the progress report and submitted to the management.

September 2012 –
May 2014

Deputy Head of Commercial Lending Department

Organisation: Converse Bank CJSC

Description of duties:

- Coordinated the lending and analysing activities of department staff (35 employees).
- Developed corporate lending proposals containing due diligence components for submission to the Board of the Bank for decision-making purposes.
- Developed and directly participated in the processes of improvement of policies, procedures and processes of credit department.
- Participated in regular strategic sessions regarding procedural upgrading and development of the Banks operations and strategy.
- Participated in the negotiations and meetings with existing and potential corporate customers for sales promotion purposes.
- Relationship management with the companies having financial difficulties in loan servicing.

February 2012 –
July 2012

Editor

Organization: Statistical Committee of the Republic of Armenia

Project: National Census

Description of duties:

- Conducted the data maintenance into the software product.
- Prepared data for further research ad analytics.

October 2011 –
November 2011

Interviewer

Organization: Statistical Committee of the Republic of Armenia

Project: National Census

Description of duties:

- Prepared and conducted visits to the respondents.
- Completed the questionnaires and provided to the coordinator.

July 2011 –
September 2012

Junior Relationship Manager

Organisation: HSBC Bank Armenia CJSC

Department: Commercial Banking

Description of duties:

- Managed portfolio of 35 corporate customers.
- Prepared loan proposals, with the components of credit analysis and risk management.
- Arranged and led meetings with potential new customers and preparing tailor-made credit proposals.
- Conducted interim monitoring of the loan portfolio.

March 2010 –
July 2011

Business Banking Lending Officer

Organisation: HSBC Bank Armenia CJSC

Department: Commercial Banking

Description of duties:

- Managed portfolio of over 80 SME customers.
- Prepared loan proposals, with the components of credit analysis and risk management.
- Arranged and led meetings with potential new customers and preparing tailor-made credit proposals.
- Conducted interim monitoring of the loan portfolio.

<p>September 2009 – March 2010</p>	<p>Trade and Supply Chain Supervisor Sales and Client Management Organisation: HSBC Bank Armenia CJSC Division: Trade and Supply Chain Description of duties:</p> <ul style="list-style-type: none"> - Managed transactions of over 40 trade customers (exporters, importers). - Conducted meetings with new customers and preparing applications based on their needs in trade financing. - Provided trade financing related consulting to existing customers. - Assisted the customers in their negotiations with the importers/exporters. - Studied new market opportunities for the existing customers.
<p>June 2008 – August 2009</p>	<p>Trade and Supply Chain Specialist Sales and Client Management Organisation: HSBC Bank Armenia CJSC Division: Trade and Supply Chain Description of Duties:</p> <ul style="list-style-type: none"> - Managed transactions of over 40 trade customers (exporters, importers). - Conducted meetings with new customers and preparing applications based on their needs in trade financing. - Assisted the customers in their negotiations with the importers/exporters. - Trade financing related consulting to existing customers.
<p>January 2007 – June 2008</p>	<p>Coordinator of Field Work of the Research Organisation: National Statistical Service of RA Project: Complete Research of Living Standards of Armenia Donor: Millennium Challenge Corporation Description of Duties:</p> <ul style="list-style-type: none"> - Coordinated the works of field workers, - Arranged and conducted monitoring and controlling over the works done by interviewers, including site visits, - Provided improvement solutions to the program manager, - Analysed and presented the key findings and risks of the works in progress.
<p>February 2006 – May 2008</p>	<p>Analyst Organisation: Russian-Armenian (Slavonic) State University Program: Research of Competitiveness and Financial Resources Management of Organizations Donor: Central Bank of Armenia Description of Duties:</p> <ul style="list-style-type: none"> - Participated in the process of questionnaire development for survey. - Arranged the survey within the assignment. - Analysed the collected data.
<p>EDUCATION</p>	
<p>June 2005 – March 2008</p>	<p>Post-Graduate Student Russian-Armenian (Slavonic) State University, Yerevan, Armenia Department of Economy and Finance PhD Research Topic: The Ways of Improvement of Internal Risk-based Control in Commercial Banks</p>

2000 – 2005	Diploma of Economist Yerevan State Institute of Economics, Yerevan, Armenia Department of Finance and Credit
1990 – 2000	Secondary school №192, Yerevan, Armenia Golden medal awarded

PARTICIPATION IN TRAININGS, CERTIFICATIONS

March, 2020	Startup Valuation Methods Online non-credit course authorized by Duke University and offered through Coursera
April-May, 2019	Change Management EBRD Advice for Small Businesses in Armenia
October, 2016	SME Finance SME Finance & Development, EBRD
October, 2016	Six Sigma Yellow Belt VMedu Inc (Online course by www.6sigmastudy.com)
May 2016	Project Management Professional Project Management Institute, USA (www.pmi.org)
February 2016 – March 2016	iZenBridge - Project Management Professionals (PMP)® Online Exam Prep Course by iZenBridge Consultancy Private Limited
April 2013	Core Consultancy Skills Training EBRD Business Advisory Services Certified by the Institute of Management Consulting (UK)
April 2007	Basics of Strategic Planning of Organisations ProSME
COMPUTER SKILLS	MS Windows, MS Office, MS Project, WBS Chart Pro, Project Expert, Mindjet MindManager, Armsoft-Bank
DRIVING LICENSE	B, C
LANGUAGE SKILLS	
Armenian	Native
Russian	Fluent
English	Fluent