

CONTACT



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PROFESSIONAL SUMMARY

Strategic and results-driven manager with extensive experience leading cross-functional teams and driving operational excellence across international markets. Proven ability to design and implement effective management frameworks, streamline processes, and enhance organizational performance. Recognized for a strong strategic vision, analytical mindset, and leadership approach that fosters collaboration, accountability, and continuous improvement. Committed to delivering sustainable growth, operational efficiency, and innovation through data-driven decision-making and people-focused leadership.

SKILLS

Hard Skills

- Strategic and Project Management
- Process Automation and Workflow Optimization
- Data-Driven Decision Making and Reporting
- Advanced Data Analysis Tools (Power BI, CRM Platforms)
- Business Analytics and Performance Monitoring

Soft Skills

- Leadership and Team Development
- Strategic Thinking and Problem Solving
- Cross-Functional Collaboration
- Effective Communication and Stakeholder Engagement
- Adaptability and Change Management

GOHARIK MARTIROSYAN



EXPERIENCE

Head of Revenue Operation Center

Syrve International (London, UK)| 2025–Present

Business Process Manager

Syrve International (London, UK)| 2022–2025

Senior Lecturer, Department of Management and Business

Russian-Armenian (Slavonic) University (Armenia) | 2012–Present

Operations and Project Coordinator

Texas Fencing Company | Houston, TX, USA | 2020–2021

Senior Project Coordinator/Scientific Collaboration Group

Russian-Armenian (Slavonic) University (Armenia)| 2015–2020

Senior Manager, Department of Postgraduate and Doctoral Studies

Russian-Armenian (Slavonic) University (Armenia) | 2012–2020

Lecturer, Department of Management

Russian-Armenian (Slavonic) University (Armenia)| 2011–2012

Manager, Department of Business and Management

Russian-Armenian (Slavonic) University (Armenia)| 2011–2012



EDUCATION

- MBA, Professional Program (Class of 2027) — *Texas A&M University, Mays Business School, USA (enrolled)*
- Ph.D. Candidate, Economics and Management of National Economy — Russian-Armenian (Slavonic) University (since 2012)
- M.A. in Public and Municipal Administration, with honors — Russian-Armenian (Slavonic) University, 2012 (GPA- 3.6)
- Specialist in State Service and HR Policy, with honors — Russian Academy of National Economy and Public Administration under the President of the Russian Federation (RANEPA), 2013
- B.A. in Management — Russian-Armenian (Slavonic) University, 2009 (GPA- 3.47)

LANGUAGES

- **Armenian** – Native
- **Russian** – Fluent
- **English** – Fluent



CERTIFICATIONS

- 2025 – HubSpot Sales Hub Software Certificate
- 2022 – Meta Blueprint Spotlight Training (Digital Marketing Campaigns, USA)
- 2023 – PYRUS Training (Business Automation & Process Management Tools)
- 2020 – LinkedIn Learning by Microsoft (Strategic Planning Foundations)
- 2020 – Project Management Institute (PMI) – Project Management Foundations: Budgets



ADDITIONAL EXPERIENCE

- Collaborated with international teams across multiple regions, fostering inclusivity and effective communication in cross-cultural environments.
- Led and coordinated remote teams, maintaining engagement and alignment across time zones through efficient digital collaboration.
- Applied cultural intelligence to adapt strategies, strengthen stakeholder relationships, and enhance overall project outcomes.
- Mentored team members from diverse backgrounds, promoting knowledge exchange, professional growth, and cohesive teamwork.
- Contributed to global initiatives with international stakeholders, facilitating collaboration, problem-solving, and consensus-building.