

RESUME

<u>Areas Sought</u>	IT/FinTech Consulting R&D Sales & Marketing Business Development International Relations Customer Acquisition & Retention Project/Portfolio/Account/Operations/E-Commerce MGMT B2C/B2B/Technical Support IT Procurement English Language Instructor Edu Programs Advisor Logistics
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Personal Information

First Name	Artur
Last Name	Ghazaryan
DOB	February 4, 1980
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Educational Record

University	Date From	Date To	Degree	Major
Athens University of Economics & Business Athens, Greece	1996	1998	Associate	European Economics
Armenian State University of Economics Yerevan, Armenia	2007	2011	Bachelor	World Economics
The European Business School of Barcelona Barcelona, Spain	2023	2023	Master	Business Administration
Singapore Business School	2023	Ongoing	Doctorate	DBA, Business Innovation with International Technology Management

Employment Record

Employer	Date From	Date To	Position	Duties
ArmExpertiza LLC (Certification Department CCI of RA)	2008	2009	Product Expert (food, textile and garment industry)	Determining country origin & forming expertise acts for exporting and importing goods, preparing assessment analysis and product comparison reports for various private & governmental bodies...
CIT LLC (Center for Information Technologies)	2010	2011	Sales/Marketing/ PR/Advertising Specialist	Working with international Software Affiliates, Distributors, Resellers, Dealers, Agents, VADs, VARs, VASs, Aggregators, and Integrators to promote and sell company's products and services, providing tech support to international clients, implementing AM/SEO/SMM/SMO activities, creating contracts, participating and representing company products and services in international expos...
HayPost CJSC (Armenian State National Courier)	2011	2012	Head of Postal & Logistics Commercial Services Division	Controlling the flow of EMS related materials and services for 900 postal offices across the RA, managing the staff operations, creating marketing materials, working regulations & contracts, handling client relationship...

Boomerang Software LLC (US based Software Development Company)	2011	2012	International Sales & Marketing Representative (Part Time Service)	Promoting and selling company's products and services in B2B/B2C Marketplaces, building & developing digital marketing campaigns, coordinating tender documentations, providing technical support to end users, negotiating contract terms with local and international customers, participating and representing company products and services in international expos and summits...
Gallery Systems CJSC (US based Hardware Development Company)	2013	2014	International Sales Executive (Part Time Service)	Promoting the company's products and services through multi-channel networks, handling bookkeeping operations, and client relationship...
Oracle (Oracle User Group Armenia)	2014	2015	Marketing Coordinator (Diplomatic Core) (Volunteer Work)	Organizing events prepare marketing materials; send invitations, meeting international guests, participating in international networking...
Energize Global Services CJSC (US based Financial Software Company)	2013	2016	Head of Sales & Marketing Department	Managing operations of the sales & marketing department, implementing procurement activities, participating in application development process, coordinating projects, holding conferences with local and international clients and partners, participating and representing company products and services in international expos and conferences...
Globaltec Labs LLC (IT Outsourcing Company)	2016	2018	Senior Sales, Marketing & Business Development Executive (Part Time Service)	Marketing and selling company's products and services, forming & submitting international tender paperwork, holding conferences with international clients, preparing PPTs, submitting up-work proposals, participating and representing company products and services in international expos...
EfuSoft LLC (Gaming & Betting Solutions Provider)	2017	2018	Head of Sales Division	Marketing and selling company's products and services through multichannel platforms, lead generation portals, VARs, Resellers, Affiliation Networks, International Expos/Summits/Conferences, etc...
Digitain LLC (i-Gaming Software Provider)	2018	2019	Business Development Manager	Selling company's products and services through International Expos/Summits/Conferences...

deVere Group Netherlands (Wealth Management Services)	2019	2020	Business Development Associate (One year contract)	Identifying, developing strategic relationships with partners or potential customers, implementing business development initiatives, providing administrative support, performing data entry, maintaining records, associating in sales, communication, negotiation, marketing, data analysis and project management...
Euro Credit Holdings Limited UK (FinTech Services)	2021	2023	Securities Loan Originator	Financial Services
Kampus Group (UK based Educational Services)	2023	Ongoing	Head of Office (Part Time Service)	Educational Programs Advisor
AltaCode LLC (Software Development Company)	2023	Ongoing	Senior International Business Development Manager	Customer Acquisition & Retention

Languages

	Reading	Writing	Speaking	Comprehension
Armenian	Fluent	Fluent	Fluent	Fluent
English	Fluent	Fluent	Fluent	Fluent
Russian	Fluent	Satisfactory	Fluent	Fluent
Greek	Fluent	Satisfactory	Fluent	Fluent

Computer Literacy (free style):

Microsoft Office 365, Salesforce/HubSpot/Zoho CRMs, Upwork, Guru, Fiverr, Toptal, Kayako, Slack, Trello, Google Workspace, Asana, Jira, Microsoft Teams, Canva, AdWords Editor, WebEx, Zoom, TeamViewer, Skype, LinkedIn, and Hardware Troubleshooting...

Certificates

1. Computer Science & Support Services – **LaGuardia Community College, NYC-USA (2002)**
2. General & Business English – **Anglophile Educational Center (2008)**
3. Banking Legislation, Banking Activities & Operations – **Malkhasyan Consulting Bank Career Development Center (2010)**
4. Standalone Cobrowse Dynamic Agent Desktop Cloud Service Implementation Consultant – **Oracle (2015)**
5. CX Cloud Service Presales & Sales Specialist – **Oracle RightNow (2015)**
6. CX Cloud Service Support Specialist – **Oracle RightNow (2015)**
7. Teaching English as a Foreign Language (TEFL) – **TEFL Academy, UK (2018)**
8. Business Ethics, Sales & Negotiation Skills – **IAB International Academy of Business (2019)**
9. Service Strategies/John Tschohl – **Skill (2019)**
10. Business, Management & Economics – **ICBMECONF (2021)**
11. Intercultural Business Communication & Marketing *MA* (Offer to Study) – **University of Surrey, UK (2022)**
12. Business Innovation with International Technology Management *MSc* (Offer to Study) – **Birkbeck, University of London (2022)**
13. Economics & International Business – **International Business Management Institute of Berlin (2023)**
14. Project Management – **Oxford Home Study College (2023)**

Special Skills

I am a hard-working, honest, active, well-organized, prospective, creative, motivated, passionate, generous, self-driven, warm-hearted, cheerful, and humorous person. I am crucial in making decisions, responsible for duties, able to work effectively within a team and individually, also under pressure. I have strong organizational, interpersonal, communicative, strategic, analytical, economical, marketing, researching and managerial skills.

Other Activities

Teaching English privately and online, participating in local and international conferences, forums and other events relative to various aspects and conducting pitches, speeches, etc....

- References, diplomas, and certificates will be provided upon request!
- [linkedin.com/in/arthur-ghazaryan-information-technology-sales](https://www.linkedin.com/in/arthur-ghazaryan-information-technology-sales)