

AREAS OF
EXPERTISE

PERSONAL SUMMARY

Procurement specialist with good experience in procurement organization, contract management, project management, using international standards and conditions.

IT project manager with good experience in project management, marketing and business intelligence strategy.

Experienced public financial management specialist with ACCA, IPSAS and GFS-2001 certificates.

Prefer to work only with professional, dynamic and open mind people.

PROFESSIONAL

International Projects

May 2013-Present

USAID EDMC project ARMENIA

Expert in Public Procurement

Public Procurement capacity building project short term consultant.

September 2011-Present

Crown Agents , UK

EBRD Armenian procurement system modernization project local consultant. Responsible for:

New eProcurement related legislation framework drafting,

eProcurement system upgrade TOR and procedure draft, including new functionality (EU directives and rules)

current legislation and international standards, including UNCITRAL legislation framework GAP analyze.

current eProcurement system and legislation comparison and GAP analyze.

eProcurement system users and interested parties user manuals and procedures justification including trainings and knowledge transfer programs and manuals.

Project management assistance.

October 2011 - March
2012

Public Financial Management system local expert, PFM consultant.

Full scale piloting of the public sector accounting standards and Manual. Update of the public sector accounting standards making it compliant with MOF Accounting Instruction. Update draft accounting legal acts and Manual. Piloting of draft accounting legal acts and Manual . Update of the draft legislative framework as a result of piloting of the new system. Development of a detailed implementation plan for the introduction of the new system. Training of Trainers.

June 2010-August 2011

Go4Agri international (Netherlands)

Project coordinator, financial consultant

PROFESSIONAL

Work experience

October 2008-present

CHS Vericel Service LTD, Yerevan, Armenia

Chief Project manager, Deputy director

Marketing company products to increase their popularity among target consumers. Conducting in-depth consumer analysis to determine the image/demand of a products. Leading cross-functional innovation teams.

Controlling costs in-line with department objectives and business plans. Utilizing all resources cost effectively.

Attending trade fairs, exhibitions, matchmaking events and conferences to promote company products.

Developing annual plans in partnership with the sales and insight teams. Implement strategic plans to maximize company potential. Monitoring performance against marketing targets both internally and externally. Managing, coaching, motivating and developing the sales teams. Monitoring and analyzing competitors performance.

Responsible for quality assurance system implementation and company certification (ISO 9001)

Local team leader of the preparation of e-ID and biometric Passport implementation project.

Project Manager of the Electronic Archive system development for the Ministry of Social Security of RA under the world bank project.

October 2008-present

NORK IAC, Yerevan, Armenia

Project manager, Marketing consultant

Company Bid management team member in e-ID, Public=c financial management and e-Tendering system development projects. Basic consulting and bid preparation coordination.

Team member of "ElGir" information system development designed by "Norq" Information-Analytical Center was honored with the prize "The Best E-Gov IT Project Proposal" during award of "Georgian Innovation Conference 2009".

Product development team member for Nork IAC e-gov solutions: e-ID, data exchange and public databases.

Participation on company Marketing management, including market research and establishing of marketing strategy. Financial management, financial and accounting control, including performance audit.

Marketing company products to increase their popularity among target consumers. Conducting in-depth consumer analysis to determine the image/demand of a products. Leading cross-functional innovation teams.

Attending trade fairs, exhibitions, matchmaking events and conferences to promote company products.

Developing company Export Marketing Plan oriented to the EU countries. Annual plans in partnership with the european partners.

Developing strategic plans to maximize company potential.

2000-2008

Chief specialist, WB procurement specialist, Ministry of finance

Chief Expert, II class adviser of Civil Service, Division of Public Procurement's, Internal Audit's and Budget process' Methodology

Artak Chobanyan

Effectively supported Task Team leaders and other team members on Major Commissions and boards responsible for the grants and loans given for E-procurement, Internal Audit, Treasury system, Public Sector Accounting, Piloting Fiduciary Control for Non-Commercial Organizations and Government Financial Management Information System reform projects,

Participation as the international consultant in team activities for preparation materials of bidding documents for bids under the World Bank procedures: creation of technical and functional architecture of the Treasury system, Public Sector Accounting reforms and Government Financial Management Information System of RA.

Preparation and update of the GPN, Procurement Plan, Procurement Reports, EOI's, RFP's, evaluation documents and IFR-FMR reports under the E-procurement, Internal Audit, Treasury system, Public Sector Accounting, Piloting Fiduciary Control for Non-Commercial Organizations and Government Financial Management Information System reform projects,

Leader of the team developing and implementing of the Internal Audit law by studying international experience bringing into line with Armenian specification. Leader of the Internal Audit Pilot program in public entities organized by US Treasury and MoF as an chief of auditors' group,

Procurement process and budget execution methodology.

Participation in Armenia Public procurement Law and regal acts development process (starting from first edition in 2000 till to current 3-rd edition). Responsible for of huge volume procurement acceptance by the Ministry of Finance.

Draft performance and financial statements and report during implementation of grant projects,

Draft annual reports, program proposals, official letters,

Responsible for financial control of the Government Resolutions.

1998-2000

Bavigh LTD, Yerevan

Chief accountant

Accounting, preparing the reports and accounting documents. Prepare accurate and timely monthly financial reports and narratives on variances to budget in line with finance management principles.

PERSONAL SKILLS Public Financial Management methodology, budgeting, execution, monitoring and audit (International and National standards),
Project management, preparation and implementation,
Market research, planing and establishment of company strategy,
Procurement planning, execution and methodology (International and National Standards, WB standards and procedures),
Performance Management and Audit.
Project planning and management,
Financial planning, management and analysis,
Accounting and Financial statistics,
Progress and Annual reporting,

Languages Armenian-native, English, Russian

Computer Highly experienced Mac OSX user, including development, MS Windows, Office and Project Management (CRM, Team, Time, Task, Risk management) special software. Experienced in HTML5, CSS development.

ACADEMIC QUALIFICATIONS Yerevan State University, Yerevan-Economical cybernetics, 1991-1996
Joint Vienna Institute, Vienna-GFS-2001, Financial statistic, 2002
CBI, Rotterdam, Matchmaking in EU, 2008-2009

PERSONAL DETAILS Demirchay 40/69, Yerevan , Armenia

+37455410035

archobanyan@me.com