

## GURGENHOVAKIMYAN

### PERSONAL INFORMATION

Data of birth: 04.01.1982  
Marital status: Married  
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### EDUCATION

2003-2008 Russian-Armenian (Slavonic) State University, Yerevan, Armenia (Faculty of Political Sciences, Dep. of International Relations and World politics). Degree awarded – *“Specialist with diploma” (5-year-study, MA equivalent)*

### ADDITIONAL PROFESSIONAL ACTIVITIES

2008 March - June Course of PR: Strategies, Methods and Tactics, AUA, Yerevan,  
2006 January - July Center for Leadership Development. Yerevan.

### WORK EXPERIENCE

**2021 December – 2024 March** **Deputy CEO** **“Walnut Farms” JCSC**

- Leading the company’s strategic planning and directing the execution of new plans;
- Developing and managing relationships with key stakeholders, including board members, shareholders, investors, industry partners, and competitors
- Supervising the organization’s day-to-day operations, including hiring crucial personnel such as department heads and managers

**2017 November – 2021 September** **Sales Director** **“A&M RARE” LTD**

- Organize, plan and supervise wholesale and retail sales;
- Work closely with existing wholesale customers and key accounts;
- Conduct sales staff trainings on effective service and selling techniques;
- Plan, evaluate and supervise sales managers’ activities and develop motivation plans;
- Continually follow up merchandising of the stores;

**2016 July- October 2017** **Procurement Director – Mother See Of Holly**  
**Etchmiadzin**

- Discover profitable suppliers and initiate business and organization partnerships
- Negotiate with external vendors to secure advantageous terms

- Finalize purchase details of orders and deliveries
- Foresee alterations in the comparative negotiating ability of suppliers
- Perform risk management for supply contracts and agreements

**2014 February- 2016 June                      Sales and Marketing Director Ar&Ar Design Construction LLC**

- Organize, plan and supervise wholesale and retail sales;
- Work closely with existing wholesale customers and key accounts;
- Conduct sales staff trainings on effective service and selling techniques;
- Be responsible for sales plan performance;
- Plan, evaluate and supervise sales managers' activities and develop motivation plans;
- Continually follow up merchandising of the stores;

**2006 June-2013 December                      Sales and marketing manager, "Valkamar" LTD (RF Moscow)**

- Develops and implements strategic marketing plans and sales plans and forecasts to achieve corporate objectives for products and services.
- Develops and manages sales/marketing operating budgets.
- Develops and recommends product packaging, and pricing strategy to produce the highest possible long-term market share.
- Achieves satisfactory profit/loss ratio and market share.
- Oversees and evaluates market research and adjusts marketing strategy.
- Monitors competitor products, sales and marketing activities.

***PART-TIME JOB***

**February – May                      Ministry of Justice of Armenia- International Legal Expert**

**2000-2002                                      Military Service in RA**

***QUALIFICATIONS***

- Strong organizational and analytical skills
- Excellent writing and presentation skills
- Outstanding communication skills

***TECHNICAL AND LANGUAGE SKILLS***

- MS Office: Word, Excel, 1C, PowerPoint
- Email and the use of Internet for research
- Proficient in English, Russian, and Armenian. Comprehension of Turkish and Spanish.