



DAVIT SAHAKYAN

Address: 14 Marshal Baghramyan Ave. 1st sidestr., apt. 57, Yerevan, 0019, Armenia
Mobile phone: +37455-223393
Email: davit.sahakyan@gmail.com
Birthday: 1 September 1972
Nationality: Armenian
Marital status: Single
Degree Doctor of Mathematics, PhD.

SUMMARY OF QUALIFICATIONS

Strong mathematical and analytic skills (mathematical modeling and algorithm development), strong managerial and leadership skills, always striving to improve and willing to learn, excellent problem solving skills, ability to analyze and solve problems in complex, experience of management (14 years) and establishing a business from “zero-level”, able to work independently and at the same time an experienced team player, able to direct and lead others toward a team goal, able to make decisions under pressure and meet deadlines efficiently.

EDUCATION

1989-1994	Yerevan State University Informatics and Applied Mathematics Faculty	Yerevan, Armenia
Applied mathematician, Diploma with excellence		
1994-1997	Yerevan State University Informatics and Applied Mathematics Faculty	Yerevan, Armenia
Post-graduation, Applied Mathematics		

PROFESSIONAL EXPERIENCE

03/2014–up-to-day	Converse Bank CJSC	Yerevan, Armenia
Head of Product Development Department		
Designed, implemented, controlled and analyzed banking products and services. Analyzed Haypost branches network, defined postbank branches requirements and proposed the network, developed postbank branches business plans and documents for submission to the Central Bank of Armenia. Designed and implemented bank’s business intelligence system (with Qlikview software), developed mathematical models and algorithms for the market basket analysis, sequential analysis, churn management, customer behavior analysis and other data mining and process mining problems.		
10/2012–up-to-day	Converse Bank CJSC	Yerevan, Armenia
Head of Postbank Services Department (part time)		
Developed the postbank concept paper (including business model and financial model), designed postbank products, described business processes, and developed postbank software technical requirements. Analyzed Haypost branches network, defined postbank branches requirements and proposed the network, developed postbank branches business plans and documents for submission to the Central Bank of Armenia. Designed and implemented bank’s business intelligence system (with Qlikview software), developed mathematical models and algorithms for the market basket analysis, sequential analysis, churn management, customer behavior analysis and other data mining and process mining problems.		
02/2003–up-to-day	Russian-Armenian (Slavonic) University Institute of Economics and Business	Yerevan, Armenia
Associate Professor of the Chair of Economics and Finance		
Teaching courses: Financial Mathematics and Business Engineering (Bachelor program), Data Science, Business-Process Management, Product Design and Social Media Management (Master program), Management Information Systems (Swiss Business School MBA program).		
Head of “Information Technologies in Economy” Master Program (from 09/2008): Established Master		

program, developed education programs, organized the education process and research activities.

Executive Director of Business Incubator of University (07/2011-12/2013): Established and managed Business Incubator, Coordinated Business Incubator activities, organized several students hand-made exhibitions and other start-up events.

04/2009– 12/2013 Key Solutions LLC (Consulting company) Yerevan, Armenia
Director of Business Development

Established training center, organized and conducted trainings (business process design and improvements, strategic planning, business model development, etc.).

Provided consulting services: business process management (financial organizations, real estate company, agricultural business company, retail business, etc.), strategic planning (financial organizations, retail business, agricultural business, etc.), business models development (e-shops, real estate company, head-hunting and event management businesses and various start-ups), market analysis (data mining, statistical analysis, clustering, market basket analysis, etc.), sales department organization (including sales process description, CRM and data mining system implementation, sales planning, reporting and analysis systems implementation, hiring and training of sales personal, sales staff motivation system development), social media management (social media marketing, social mining).

Organized “Startup House” start-up promotion activities.

07/2008–06/2011 Haypost CJSC (Armenian National Postal Operator) Yerevan, Armenia
Director of the Postal Financial Services Business Unit

Reorganized the Postal Financial Services Business Unit, hired new staff, developed new strategy, and established Management Information System.

Improved postal-financial services (money transfer systems (Contact, Blizko, Migom, EuroGiro, Western Union, STEFI), pension distribution, utility payment collection, taxes and fees collection, etc.), documented all business-processes.

Developed and implemented services costing (activity based costing), planning and reporting, quality control (6 sigma), process improvement (lean production), and cash flow prediction methodologies.

01/2008–05/2008 University of Pittsburgh, Katz Business School Pittsburgh, USA
Visiting Professor (Fellowship)

Audited 12 courses and analyzed education programs, studied business school organization.

01/2007–06/2008 Haypost Trust Management B.V. Amsterdam, The Netherlands
Adviser to the Trust Manager

Reorganized financial and accounting departments: evaluated existing staff, defined functions, revised accounting policy, developed and implemented the postal services cost accounting methodology (scenario analysis model), documented strategic planning and budget planning processes.

Designed Management Information System (Microsoft Dynamics NAV and CRM) and Data Mining system.

Prepared the Postbank business plan, developed branches network organization model (franchising system).

04/2005–12/2006 Inecobank CJSC Yerevan, Armenia
Head of Planning and Analysis Department

Reorganized the department, defined new functions, documented bank strategic planning and budgeting processes.

Organized strategic planning, annual and quarterly budgeting, bank performance monitoring and analyzing, bank branches’ performance planning, monitoring, controlling and analyzing, activities.

Developed and implemented models (mathematical and spreadsheets) for bank resource management, budgeting, risk management (6 sigma), banking services cost accounting, branches rating and motivation.

10/2004–06/2006 Antares Holding Yerevan, Armenia
Director of Business Development, Director of Business Consulting Unit

Reorganized the company, developed strategy, improved printing house processes (lean production), and implemented managerial accounting, risk management, performance analysis, motivation systems.

Managed business consulting unit, established training center, provided consulting services (CRM, strategic planning, business-process reengineering, and lean production).

Represented Terrasoft (Terrasoft CRM software, Ukraine) and Business Engineering Group (BEG-Master

process description software, Russia) companies in the region.

02/2004–03/2004 **International Monetary Fund,** **Washington DC, USA**
Research Department and IMF Institute

Researcher (Fellowship)

Analyzed existing banks rating, failure prediction and early warning systems.
Developed Multidimensional System for the Banks Performance Analysis and Rating.

04/2000–04/2005 **VTB-Armenia Bank CJSC (former** **Yerevan, Armenia**
ArmSavingsBank CJSC)

Head of Budget Planning Department

Reorganized the department, defined new functions, documented bank strategic planning and budgeting processes, designed data warehouse and analytic system.

Organized strategic planning, annual and quarterly budgeting, bank performance monitoring and analyzing, bank branches' performance planning, monitoring, controlling and analyzing, activities.

Developed and implemented models (mathematical and spreadsheets) for bank resource management, budgeting (game model for planning), risk management (6 sigma), banking services cost accounting, branches rating (multidimensional system for performance estimation) and motivation (bonus calculation and distribution).

09/1994–07/2005 **Yerevan State University** **Yerevan, Armenia**
Informatics and Applied Mathematics Faculty

Lecturer of the Chair of Mathematical Modeling and Methods

Teaching courses: Financial mathematics, Mathematical modeling and Numerical methods.

11/1998–02/2000 **Central Bank of Armenia** **Yerevan, Armenia**
Banking Supervision Department

Specialist of the Off-site Supervision Division

Prepared weekly and monthly analysis of the banking system and reported to the Board of Central Bank of Armenia, prepared quarterly analysis of banks liquidity GAP, calculated and analyzed banks CAMELS ratings, prepared quarterly analysis of the banks UBPR.

Developed mathematical models for the risk management (credit risk, market risk and operational risk) and banks new rating system, programmed Visual Basic codes for improvement banks reporting system, calculated current liquidity and credit risks normative rates.

TRAININGS AND SEMINARS

1997/05 **International Executive Service Corp.** **Yerevan, Armenia**
Academy for Educational Development
Apricot Plus Consulting Company

Organizational Management, Certificate

1999/02 **International Monetary Fund** **Yerevan, Armenia**
Central Bank of Armenia

Banking Supervisor, Certificate

17/10/2005-21/10/2005 **Business Engineering Group – Petersburg,** **St. Petersburg, Russian**
School of Business-Engineering

Business-Process Management, Certificate

01/2008–05/2008 **University of Pittsburgh, Katz Business School** **Pittsburgh, USA**

Business process redesign, Economic analysis for managerial decisions, Financial accounting, Strategic management, Data mining, Global supply chain management

02/05/2010–07/05/2010 **Harvard University, Kennedy School of** **Cambridge, USA**
Governance, Executive Education Program

Leadership for the 21st Century: Chaos, Conflict and Courage, Certificate

AWARDS RECEIVED

Visiting Scholarship Competition, International Monetary Fund/Global Development Network, 2003
Junior Faculty Development Program, American Councils, Bureau of Educational and Cultural Affairs, US Department of State, 2008
Manoukian Public Service Fellowship, The Manoukian Charitable Foundation, 2010

MAIN RESULTS AND ACHIEVEMENTS

Business models for various companies, business-process (financial and other services, managerial processes) description and optimization, multidimensional rating and analysis systems (for banks, bank branches, post offices, chain of retail stores, etc.), budget planning (for banks, post offices and other types of organizations), cost accounting for the products and services (banking services and resources, universal postal services and other types of products and services), motivation systems, neural networks implementation in banking activities, lean production implementation in companies, strategic plan development and implementation (banks, post offices and other types of organizations)

MAIN FIELDS OF INTEREST

Mathematical modelling and algorithm development, data mining, machine learning, artificial intelligence and neural networks, business models development, business-process modeling and reengineering, strategic plan development, problem analysis and decision making, risk management, lean production, marketing analysis, management consulting, rating systems, failure prediction and early warning systems.

PATENTS AND PUBLICATIONS

18 research papers (the list is available upon request).

COMPUTER SKILLS

Advanced user: Microsoft Office Tools, Microsoft Project, and Microsoft Visio, Qlikview.
Programming: Visual Basic, Visual Basic for Applications.

LANGUAGE SKILLS

Armenian (Fluent), Russian (Fluent), English (Fluent)

LICENSES

Driving license – BC

INTERESTS AND ACTIVITIES

Music, Psychology, Chess, Basketball, Management, Marketing, Mathematics