



# VARDAN AGHBALYAN



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## EMPLOYMENT RECORD

2006 to present

### "AM PARTNERS CONSULTING COMPANY» LLC

#### Projects Manager

Vardan Aghbalyan, together with Vahe Mambreyan, established the AM Partners Consulting Company LLC in 2006 and since then works as chief consultant and analyst. He leads several directions of AM Partners operations and Projects, including targeted and public surveys, socio-economic assessments, feasibility studies, business and investment planning, etc. In the period of 2006-2015, Vardan Aghbalyan has been involved in implementation of 24 out of 52 assignments and personally managed 20 of them. In this period, Vardan Aghbalyan compiled 20 reports, acted as the main speaker of 8 presentations, delivered 1 training session. Vardan Aghbalyan is specialized in implementation of different types of studies in various spheres and fields, including agriculture, pharmaceutical production, pension system, social services, finances, etc. The list of projects coordinated by Vardan Aghbalyan is presented [below](#).

2003 - 2006

### "ALPHAPLUS CONSULTING" LLC

#### Projects Manager

While working in Alphaplus, Vardan Aghbalyan participated in implementation of about 20 studies and assessments undertaking the responsibilities of surveying and coordination. In particular, he was involved in implementation of various assignments within the frames of USAID-funded ASME Project implemented by DAI, including those in the fields of primary agriculture and food processing (milk, dairy, butter, meat, dried fruits, natural juices, honey, glass jars production and more than 10 other studies). Vardan Aghbalyan has been involved in implementation of such important assignments and preparation of reports as Socio-Economic Assessment of Ararat and Vayots Dzor Regions (for EU REDAM Project, 2004), Evaluation of Armenian Development Agency and Benchmarking (WB, 2004-2005), Feasibility Study of the Establishment of the First Armenian Credit Bureau (WB, 2006), Development of the SME's State support projects monitoring and evaluation indicators' system (OSCE, 2006), and other.

1998 - 2003

### "CREDIT-YEREVAN BANK" CJSC

#### Coordinator of International credit programs (1999-2003)

#### Loan Officer (1998-1999)

Vardan Aghbalyan joined the team of Credit-Yerevan Bank in 1998, in a position of a loan officer at newly established division of international credit lines. Bank opened this division when it received an opportunity to attract funds from international organizations (the World Bank EDP Project, LINCY Foundation, USDA MAP, etc.) and allocate targeted loans to Armenian enterprises. As of 2003, Vardan Aghbalyan was coordinating and managing the portfolio of 150 loans for total amount of USD 2.3 million. Functional responsibility of Vardan Aghbalyan included but was not limited to the receipt and processing of loan applications and packages, assessment of technical feasibility and financial viability of proposed applications, introduction and protection of approved applications at the Bank's Credit Committee, monitoring of allocated loans, and general servicing of borrowers (preparation of loan agreements, checking the targeted use of funds, monitoring of repayments, etc).

## TRAINING

**1999 SHOREBANK ADVISORY SERVICES**  
The Loan Officer Training Program for Small Business Lending

## EDUCATION

**1991 - 1996 YEREVAN INSTITUTE OF NATIONAL ECONOMY**  
**Faculty:** Finance-Accounting  
**Department:** Accounting and Audit  
**Profession:** Economist

**1981 - 1991 CHARENTSAVAN No 5 SECONDARY SCHOOL**

## PERSONAL INFORMATION

**Birthday** ▶ October 27, 1974  
**Birthplace** ▶ Charentsavan  
**Domicile** ▶ Yerevan  
**Military rank** ▶ Sergeant, the RA Army reserve  
**Marital status** ▶ Married  
**Children** ▶ 1 daughter, 2 sons  
**Hobbies** ▶ History, music, football

## PROJECTS COORDINATED

**Feb 2015 - Jul 2015 Social Survey on Food Safety Public Awareness**  
Client: APIU, Sector: Food safety, Service: Sociological, social and public surveys

**Oct 2014 - Jan 2015 Armenian Social Investment Fund-3 Project beneficiaries assessment**  
Client: ASIF, Sector: Public infrastructure, Service: Monitoring and evaluation

**Mar 2014 - Jul 2014 Development of the methodology, questionnaire and its filling guide for the assessment of the financial capability of the RA population**  
Client: CBA, Sector: Financial capability, Service: Development of methodologies and guidelines

**Dec 2013 - Feb 2014 Baseline survey for developing monitoring and evaluation indicators for measuring progress of "Pension Reform Implementation Program" intervention**  
Client: Chemonics, Sector: Pension system, Service: Monitoring and evaluation, Sociological, social and public surveys

**Sep 2013 - Jan 2014 Baseline survey on the effectiveness of social services delivery and its impact on the socio-economic situation in vulnerable families in Armenia**  
Client: UNICEF, Sector: Social services, Service: Sociological, social and public surveys

**Jul 2013 - Sep 2013 Development of the 2013-2018 Business Plan for the CARD AgroCredit UCO**  
Client: CARD AgroCredit, Sector: Finance, Service: Business and investment planning

**Oct 2012 - Dec 2014 Assessing the impact of advisory services provided by the Marz Agricultural Support Centers**  
Client: APIU, Sector: Agriculture, Service: Monitoring and evaluation

**Jul 2012 - Sep 2012 Study of the Aregak UCO's operations micro-environment, clients opinion survey, needs and demand assessment, development of marketing measures' package**  
Client: Aregak, Sector: Finance, Service: Sociological, social and public surveys

<b>Apr 2012 - Jun 2012</b>	<b>Final evaluation of "Health for Families" Project</b> Client: World Vision, Sector: Healthcare, Service: Monitoring and evaluation
<b>Dec 2011 - Jun 2012</b>	<b>Financial capability survey in Armenia</b> Client: WB, Sector: Financial capability, Service: Sociological, social and public surveys
<b>Jun 2011 - Jul 2011</b>	<b>Baseline survey fieldwork in Shirak and Vayots Dzor Marzes</b> Client: SEF International, Sector: Finance, Service: Sociological, social and public surveys
<b>Apr 2011 - May 2011</b>	<b>Capacity and entrepreneurial skills' development for the managers and employees of Sisian sub-region milk producing consumption cooperatives</b> Client: ACF International, Sector: Agriculture, Service: Training and awareness raising
<b>Dec 2010 - Feb 2011</b>	<b>Domestic perception of Armenian pharmaceutical products</b> Client: Nathan Associates, Sector: Pharmaceutical industry, Service: Sociological, social and public surveys
<b>Oct 2010 - Apr 2011</b>	<b>Baseline survey of general population awareness of the Government proposed pension reform</b> Client: Deloitte Consulting, Sector: Pension system, Service: Sociological, social and public surveys
<b>Sep 2010 - Dec 2010</b>	<b>Study of possible exporting volumes of Armenian fruits and vegetable</b> Client: FPPMC, Sector: Agriculture, Service: Economic and social research
<b>Apr 2010 - Jun 2010</b>	<b>Social assessment for Community Agricultural Resource Management and Competitiveness Project</b> Client: APIU, Sector: Agriculture, Service: Economic and social research
<b>Sep 2009 - Nov 2009</b>	<b>Impact assessment of the sub-component "Strengthening the Seed and Sapling Market"</b> Client: APIU, Sector: Agriculture, Service: Monitoring and evaluation
<b>Sep 2009 - Nov 2009</b>	<b>Development of baby food production establishment investment / business plan</b> Client: Vitamax-E, Sector: Pharmaceutical industry, Service: Business and investment planning
<b>Apr 2008 - Jul 2008</b>	<b>Assessment of the domestic perception of Armenian pharmaceutical products</b> Client: Nathan Associates, Sector: Pharmaceutical industry, Service: Sociological, social and public surveys
<b>Apr 2007 - Jul 2007</b>	<b>Baseline study of beneficiaries of "Increase of Small Farmers Access to Market" Project</b> Client: OXFAM, Sector: Agriculture, Service: Monitoring and evaluation

## INDIVIDUAL ACTIVITY

2007 to present

**"AutobanInvest-Centre" LLC**

**"National Ecological Industrial Alliance" CJSC**

Vardan Aghbalyan is among founders and working group members of the **Profit Centre** of Russian **AutobanInvest-Centre** (road and public infrastructure construction and rehabilitation, asphalt production, agribusiness) and **National Ecological Industrial Alliance** (consumer solid waste management). The Profit Centre controls the operations of 15 enterprises from Russia (Moscow, St. Petersburg, Lipetsk, and Tambov), Armenia, and Cyprus, involved in mentioned holdings. It represents the founders of above presented companies' owners and protects their interests, which controls the activities of their daughter enterprises, focusing on planning, and financial management issues.

## PUBLICATIONS

### **Recognize domestic pharmaceutical production**

Pharma Magazine (No 1), 2011

Link: [http://www.pharma-mag.am/images/pharma-1/pdf/Pharma\\_1.pdf](http://www.pharma-mag.am/images/pharma-1/pdf/Pharma_1.pdf)

### **Consumer's perception of Armenian medicine products**

Pharma Magazine (No 2), 2011

Link: <http://www.pharma-mag.am/images/pharma-2/pdf/pharma-2.pdf>