

## JOB EXPERIENCE

AUG 2016 – present

### **CARD Foundation, Yerevan, RA**

**Position:** PROGRAMS DIRECTOR

#### **Job responsibilities:**

- Overall **management and design of foundation's programs' portfolio**, including selection and application to projects which go in-line with company mission, making sure all on-going projects are implemented smoothly within the boundaries of scope, schedule and budget.
- **Stakeholder management**, including presentation of company's portfolio development plan, and annual reports to board of directors, donor coordination, and communication with key beneficiaries of projects.
- **Fundraising**, including searching and elaboration of applications for new projects and negotiation with donors/partners for fundraising around impactful ideas.
- **Involvement in direct implementation process of particular projects, brief descriptions of some which are presented below:**

**Position:** Project Manager

**Project name:** "Sustainable Food Systems in Armenia" pilot project under RECONOMY program.

**Donor:** SIDA (Swedish International Development Cooperation Agency)

**Duration:** 06.2022 - 12.2022

**Project description:** Designing and implementing innovative solutions in food systems of Armenia in an attempt to increase incomes and wellbeing of food system operators.

**Position:** Expert on Agricultural Economics

**Project name:** "Climate Change Vulnerability Assessment (CRVA) and Adaptation Plan"

**Donor:** UNDP

**Duration:** 03.2021 - 02.2022

**Project description:** Assess climate change vulnerability of key agricultural value chains and elaborate an action plan for risk adaptation.

**Position:** Project Coordinator

**Project name:** "Herbs for Growth HEGO"

**Donor:** EU

**Duration:** 07.2020 - 12.2022

**Project description:** To enhance sustainable herb production in Armenia.

**Position:** Project Coordinator

**Project name:** "Rural Economic Development-New Economic Opportunities (RED-NEO)"

**Donor:** USAID

**Duration:** 06.2019 - present

**Project description:** To enhance horticulture development in all regions of Armenia.

**Position:** Project Manager

**Project name:** "Improving Feed Supply in the Armenian Dairy Sector"

**Donor:** Food and Agriculture Organization of the United Nations (FAO)

**Duration:** 06.2018 - 12.2018

**Project description:** To estimate the feed producing potential of the Republic of Armenia via assessing the current volume and quality of feed production, the feeding practices of dairy producers and cattle breeders and identifying the most suitable crop that can be grown for feed considering local environmental factors and land availability.

**Position:** Project Manager

**Project name:** "Dairy Value Chain Assessment in the Republic of Armenia"

**Donor:** Food and Agriculture Organization of the United Nations (FAO)

**Duration:** 10.2017 - 01.2018

**Project description:** The scope of the project assumes value chain mapping of dairy sector and

identification of binding constraints to the development of the sector.

**Position:** Project Manager

**Project name:** Monitoring and Evaluation of Agricultural Census Data Dissemination

**Donor:** United States Agency for International Development (USAID)

**Duration:** 06.2017 – 10.2017

**Project Description:** In 2014 National Statistical Service of RA has conducted first ever agricultural census in Armenia, which was released in December 2016. Later in January, NSS has started to do the data dissemination with the support of USDA, UNDP, FAO, USAID and ICARE. The main purpose this project is to monitor to what extent the NSS has performed planned data dissemination activities, evaluate development needs, and based on the result organize capacity building for NSS.

**Position:** Project Manager

**Project name:** Elaboration of Agricultural Development Strategy for Armenia

**Donor:** CARD Foundation

**Duration:** 11.2016-12.2016

**Project Description:** In December of 2016 the newly appointed prime minister of Armenia Karen Karapetyan has requested CARD Group experts to elaborate an agriculture development strategy for main directions of ag. Production, including wheat, animal husbandry, veterinary, greenhouse production, grape and wine production, ag. Mechanization etc.

**Position:** Project Manager

**Project name:** Markets for Meghri (M4M)

**Donor:** Swiss Development Agency (SDC)

**Duration:** 08.2016 - 06.2018

**Project Description:** M4M is a 5.5 year SDC funded project aiming to develop horticulture production in Meghri region. The project has 4 main outcomes aiming to enhance access to knowledge and education, access to finance, access to high value markets and better public private cooperation in the region.

**Position:** Project researcher

**Project name:** Armenia Policies for Growth (APG)

**Donor:** USAID

**Duration:** 10.2015-03.2016

**Project Description:** The project was funded by USAID aiming to prepare a document for the Ministry of Agriculture for strategic decisions. The project was analyzing value chains for four main agricultural products of Armenia, namely grape, milk, wheat and apricot production, and was proposing policy recommendations to foster the development of those value chains.

JUN 2015 – AUG 2016

**CARD Agroservice CJSC, Yerevan, RA**

**Position:** RESEARCH AND DEVELOPMENT SPECIALIST

**Job Responsibilities:**

- Performing strategic planning for the proposed business project, and periodically reporting on progress.
- Producing a detailed financial budget and submitting to the managers of the organization.
- Conducting market research, identifying business development opportunities (projects, research proposals etc.) and organizing relevant activities for their implementation.
- Identifying, developing and maintaining key long-term relationships with donors and prospects.
- Performing feasibility studies, forecasts, risk analysis for proposed projects, and preparing reports for the management of the organization.
- Conducting research on various internal and external data for the company using statistical software and interpreting them.

SEP 2015 – MAY 2018

**Masters of Agribusiness Program (MAB) at Agribusiness Teaching Center (ATC),** a collaborative program between Texas A&M University of the USA and Armenian National Agrarian University

**Position:** LECTURER

**Subjects:** PMP, Economics Applications, Financial Analysis

**Job Responsibilities:**

- Collaborate with students, reveal and use their learning potential to stimulate best learning

environment and love and interest toward taught subject.

- Prepare, check and grade exams, quizzes and homework assignments. Provide feedback on learning progress and work individually with each student for best possible results.
- Conduct office hours, keep attendance class participation points.
- Perform other related duties as required by administration.

OCT 2012 – JUN 2014 **Armenian Harvest Promotion Center (AHPC), Yerevan, RA**

**Position:** FINANCIAL ANALYST

**Job Responsibilities:**

- Financial modeling and feasibility study of agricultural projects (including greenhouse hydroponic production of tomatoes, carnations and strawberries, blueberry orchard establishment, cage farm production of Sevan trout in Sevan).
- Analyzing and forecasting various data.
- Project management.
- Preparing reports.
- Negotiating with suppliers.
- Performing other related duties as required.

## EDUCATION

DEC 2012 – JUN 2014 **Masters of Agribusiness Program (MAB) at Agribusiness Teaching Center (ATC), a collaborative program between Texas A&M University of the USA and Armenian National Agrarian University**

- Master's degree in Agribusiness and Marketing (Armenian National Agrarian University)
- Graduate certificate in Master of Agribusiness (Texas A&M University)
- Language of instruction – English

**Core courses:** Microeconomics and Macroeconomics, Risk Analysis, Financial Management, Financial Analysis, Accounting Principles, Statistics, Deterministic and Stochastic Forecasting, Applied Econometrics, Business Management Applications (Applied Economics), Marketing, Project Management, Linear Programming.

**Thesis paper:** *“Empirical Estimation of Beef Demand in the Republic of Armenia”*

SEP 2010 - NOV 2012 **Bachelors Program at Agribusiness Teaching Center a collaborative program between Texas A&M University of the USA and Armenian National Agrarian University**

- Bachelor's degree in Agribusiness and Marketing (Armenian National Agrarian University)
- Certificate in bachelors of Agribusiness (Texas A&M University)
- Language of instruction – English

**Core courses:** Statistics, Intermediate Microeconomics, Intermediate Macroeconomics, World Economics, Economics of Natural Resources, Financial Management and Analysis, Marketing, Strategic Management, Entrepreneurship in Agribusiness.

SEP 2007 - MAY 2010 **Armenian National Agrarian University, Yerevan, RA**

Faculty of Agribusiness and Marketing

- Bachelor's degree in Agribusiness and Marketing
- Language of Instruction-Armenian

**Core courses:** Principles of Microeconomics, Macroeconomics, Marketing, Management, Accounting, Financial Management.

## CERTIFICATIONS

OCT 2016

**Project Management Professional (PMP)<sup>®</sup>**  
1974785

## PUBLICATIONS

- G. V. Sardaryan, S. S. Telunts, V. Aghbalyan, V. Mambreyan *“Problems at Farm Extension and Advisory System in Armenia”*. EESE-23<sup>rd</sup>, 2017, Chania, Greece.
- S. S. Telunts, L. A. Papikyan *“Yield Index Insurance for Grape Production in Armavir Region of Armenia”*.

Working paper.

- R. G. Bakhtavoryan, G. R. Sargsyan, S.S. Telunts, H.H. Khachatryan “*Consumer Welfare Analysis of Gas Price Increase in The Republic Of Armenia*”. Working paper.
- S. S. Telunts, R.G. Bakhtavoryan “*Identifying socio-economic variables affecting happiness in Armenia, Azerbaijan and Georgia*”. Caucasus Journal of Social Sciences 2014.
- R. G. Bakhtavoryan, S. S. Telunts, H. H. Khachatryan “*Empirical Estimation of Beef Demand in the Republic of Armenia*”. Izvestiya 3, 2014, pp 106-109.

## FELLOWSHIP

JUN 2014 – AUG 2014 **Caucasus Research Resource Centers (CRRC) - Armenia**

Junior Fellow

**Research Topic:** “*Identifying Socio-Economic Characteristics Affecting the Happiness in Armenia, Azerbaijan, and Georgia*”

## CONFERENCE PRESENTATIONS, TRAININGS, SEMINARS

JAN 2025	Online training on “Policy for Science, Technology, and Innovation” by Massachusetts Institute of Technologies”, conducted by William Bonvillian. Jan-May, 2025.
DEC 2016	Training on “Negotiating Win-Win when they want you to lose”, conducted by Mark Young in Yerevan, Armenia. Dec 14 and 15, 2016.
OCT 2015	Training on “Professional Project Management” organized by Harutyun Khachadoorian in Yerevan, Armenia. Oct 5-16, 2015.
AUG 2015	Training on “Result Management for Sustainable Private Sector Development” organized by MDF Training and Consultancy in Ede, The Netherlands. Aug 17-21, 2015.
JUL 2015	Training on “Making Markets Work for the Poor M4P” organized by HELVETAS Swiss Intercooperation in Jermuk, Armenia. July 5-11, 2015.
JUN 2015	Presentation of the paper entitled “ <i>Identifying Socio-Economic Characteristics Affecting the Happiness in Armenia, Azerbaijan, and Georgia</i> ” at Armenian Economic Association (AEA) Annual Meeting Yerevan, Armenia. June 19-21, 2015.
JUN 2015	Presentation of the paper entitled “ <i>Consumer Welfare Analysis of Gas Price Increase in the Republic of Armenia</i> ” at Armenian Economic Association (AEA) Annual Meeting Yerevan, Armenia. June 19-21, 2015.
APR 2015	Training on “Introduction to Statistical Analysis by R Software” at CRRC-Armenia Yerevan, Armenia. April 7, 2015.
OCT 2014	Presentation of the paper entitled “ <i>Identifying Socio-Economic Characteristics Affecting the Happiness in Armenia, Azerbaijan, and Georgia</i> ” at Caucasus Research Resource Center (CRRC) - Armenia. October 18, 2014.
JUN 2014	Presentation of the paper entitled “ <i>Empirical Estimation of Beef Demand in the Republic of Armenia</i> ” at Armenian Economic Association (AEA) Annual Meeting Yerevan, Armenia. June 21-23, 2014.
APR 2014	Training on “ <i>Quantitative Data Analysis with SPSS</i> ” at CRRC-Armenia Yerevan, Armenia. June 9, 2014.

## SKILLS

Computer skills:	<b>STATA, MS Office, Simetar<sup>(C)</sup> (Risk Analysis, Stochastic and Deterministic Forecast).</b>
Language skills:	English /excellent/, Armenian /native/, Russian /good/.