

Irina Zaalishvili

Date of birth: 17.10.1985

Contact information: +995 599 13 00 49

E-mail: zaalishvili.irina@gmail.com;

2010/06 - 2010/08	Stadtsparkasse Bank München, Munich, Germany <ul style="list-style-type: none">• Human Resources Management
2011	Business Career School, Tbilisi Georgia <ul style="list-style-type: none">• Management of Human Resources
2003-2007	Tbilisi State University (TSU), Tbilisi, Georgia <ul style="list-style-type: none">• BA in Business Administration and Management
1994-2003	Public school # 30, Tbilisi, Georgia

IKMA Georgia – Sales Manager

May 2019 – till now

- Finding potential clients and presentation
- Increase product sales

Greentest – Head of Sales

August 2018 – May 2019

- Determines annual unit and gross-profit plans by implementing marketing strategies
- Analyzing trends and results
- Maintains sales volume

David Kenchadze Consultant Group – Project Director

July 2017– April 2018

- Manage a team of Product Managers.
- Management of existing product lines, increasing profitability and setting of Profit and Loss goals for each product/product line.
- Establish metrics to measure effectiveness and drive improvements.

Aventus Georgia LTD – CEO

December 2015- May 2017

- Participate with the Board of Directors in developing a vision and strategic plan to guide the organization
- Identify, assess, and inform the Board of Directors of internal and external issues that affect the Organization
- Represent the organization at community activities to enhance the organization's community profile.
- Develop an operational plan which incorporates goals and objectives that work towards the strategic direction of the organization

Georgian Credit , JSC. - Sales Coordinator

August 2014 –December 2015

- Perform New Loan Audits on all acquired and boarded loans.
- Complete administrative requests from various internal departments.
- Document and maintain accurate and updated notes in the servicing system of record.
- Provide support to the Asset Management and Default departments.

Triba LTD - Problem Loan Manager.

January 2014 – June 2014

- Effectively manage client assets according to their investment preferences.
- Assess client's current asset status, their future needs, and investment goals.
- Create, organize, and maintain client portfolios.
- Strategically advise clients on what actions to take with their assets.
- Foster and maintain positive client relationships.

TBC bank JSC - Head of Sales Managers Group

August, 2018 – October 2013

- Motivating the sales team to achieve the best results possible.
- Continual training and development of all members of the sales department.

Computer skills:

Internet, MS Office,

Language skills:

- Georgian (native);
- English (good);
- Russian (good).