

Tengiz TSERETELI

tengo.tsereteli@gmail.com

Phone: +995 599 34 00 35

SUMMARY

Over 7 years of investment analysis and management accounting experience in financial, transportation and real estate sectors. Expert level financial modeling skills acquired at one of the leading banks in Georgia. Led a team of ten at the largest company in Georgia. HEC Paris MBA, specialized in finance, speaks four languages (English, French, Russian, and Georgian).

EDUCATION

HEC Paris, FRANCE

September 2016 – June 2018

MBA (Master of Business Administration)

Finance Specialization (GPA: 3.68/4.00; Grade A)

Excellence Scholarship Award

Free University, Tbilisi, GEORGIA

September 2007 – June 2011

BBA (Bachelor of Business Administration)

Finance Specialization (GPA: 3.24/4.00; Grade B)

PROFESSIONAL EXPERIENCE

Partnership Fund, Tbilisi, Georgia

August 2018 – Present

State owned equity fund, Total Assets: \$2.5bn, 70 employees

Senior Investment Officer

- Origination, structuring, execution and monitoring of equity and debt investment deals.
- Advising and funding clients from energy, hospitality, manufacturing, agriculture and real estate sectors.

Bank of Georgia, Tbilisi, Georgia

March, 2014 – September, 2016

LON: BGEO, FTSE 250 company, Total Assets: \$5.5B Revenue: \$384M, 7K employees.

Principal Corporate Credit Analyst

- Worked with public and private clients from manufacturing, energy, and logistics sectors.
- Managed a credit portfolio of up to ~ \$200M.
- Originated, structured and executed various project finance, trade finance, short-term (working capital financing) and long-term credit line deals.
- Collaborated with large international development banks (EBRD, KFW) on various loans, within the framework of funding and/or risk-sharing agreements.

Georgian Railway, Tbilisi, Georgia

August, 2012 – February, 2014

State-owned railway owner and operator company, Turnover: \$170M, 15K employees

Head of Managerial Accounting

- Led a team of ten accountants and financial analysts, responsible for budgeting and analyzing the financial performance of freight transportation unit.
- Analyzed and designed financial models for several investment projects of ~ \$3M-50M (acquisitions and/or overhauls of rolling stock, construction of new depots for rolling stock maintenance).
- Reported directly to the board of directors.

REDIX Group, Tbilisi, Georgia

January, 2011 – August, 2012

Real estate developer. Turnover: \$120M, 200 employees

Project Manager

- Managed a \$12M museum construction project, reported directly to the Chief Executive Officer.
- Coordinated internationally-outsourced teams responsible for various tasks of the project (architecture, construction, exhibition design, set-up of utilities, etc.)

Bank Republic Société Générale Group, Tbilisi, Georgia

July, 2010 – December, 2010

Commercial bank, now acquired by TBC Bank (LON: TBCG, Total Assets: \$5.8bn, Turnover \$418M, 7.1K employees)

Credit Analyst/Intern

- Supported senior staff in the financial analysis of the client companies.

Leadership Experience

- Certificates and awards:
 - Excellence Scholarship for MBA Studies (Granted by HEC Foundation, 2016).
 - Best Employee of VIP Corporate Banking Team 2014 (Awarded by Bank of Georgia, 2014)
 - Candidate for CFA level 1 exam (December, 2020)

Skills & Interests

- Languages:
 - English: *Fluent*, French: *Fluent*, Russian: *Fluent*, Georgian: *Native*, Spanish: *Basic*
- IT Skills:
 - Excel: *Certified advanced user*, Word: *Advanced*, PowerPoint: *Advanced*, SQL: *Intermediate*, Python: *Beginner*
- Interests:
 - Swimming (ex-member of the national youth team), Skiing, beach volleyball.