

Akaki Mamaladze

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CAREER PROFILE

- Highly ambitious **MBA graduate** with strategic business developing ability;
- Graduated **Medical Doctor** and experienced healthcare manager;
- Qualified **Top manager** with the positive track of career development;
- Well experienced at project management, entrepreneurship, business development, negotiations, sales, and supplies.

SKILLS AND ACHIEVEMENTS

Management

- Headed big scale projects worldwide and having great sense of responsibility;
- **Expert of commercialization** and experienced business development manager of startup firms;
- **Entrepreneurial**, created and developed various successful businesses;
- Have progressively headed departments and units under the different Ministries of Georgia;;
- Headed granting and investment projects and was **Investment Committee member at AR program**;

Initiative & Adaptability

- Easily adaptable and extremely goal-oriented - Have worked and studied in more than 21 countries;
- My MBA dissertation regarding nursing management has **initiated project of USAID** run in Georgia;
- I have arranged several **projects with Chinese factories** and supplied clients from different countries
- I have researched the potential of markets and as an agent have managed sales **contracts between buyers and sellers** from different countries.

Teamwork & Leadership

- Carried out a number of training programs for different companies institutions
- Headed extension program at Georgian ministry of Agriculture and organized seminars and trainings;
- I have well skilled the commitment through close understanding and trust building with different team members and very responsible with investors, bosses, ministers or other related officials;

Effective communication

- Have a rich social network with strategic abilities, and already business partners in different countries.
- Have successfully **negotiated the 3 million Euros investment** for establishing “Cheeseco” project;
- Have a good experience with high level shareholders relation and always completed my responsibilities;

EDUCATION

September 2010 – 2011 _____
Liverpool, UK

University of Liverpool. Management School
MBA (Liverpool) General Management

September 2009 – 2010 _____
Liverpool, UK

University of Liverpool. International College
Graduate diploma of **Business Law and Social Science**

September 2003 – 2009 _____
Tbilisi, Georgia

Tbilisi State Medical University
Degree of **Medical Doctor**

COURSES ATTENDED

May 2017	INNOPOLIS Foundation
Daejeon, Korea	Korea's Experience of Technologies and Commercialization
January -February 2016	MASHAV
Shefayim, Israel	Agricultural Extension - Tools and Methods.
June 2006, August 2007	Hacettepe University, School of Medicine
Ankara, Turkey	Certificate of internal medicine;
September 2001 – 2003	“ESM” – School – lyceum.
Tbilisi, Georgia	Qualification of Business referent

GENERAL WORK EXPERIENCE

02/2018 – Present	AiGroup;
Tbilisi, Georgia	Director of AiProduction - (EV factory project)
01/2018 – 08/2018	West Tobacco Co.
Amman, Jordan	Head of International Relations (sales / supplies)
07/2017 –Present	LLC Georgian Tobacco
Tbilisi, Georgia	General Director
06/2016 –09/2017	LEPL Georgia's Innovation and Technology Agency.
Tbilisi, Georgia	Head of Innovations and Commercialisation Department.
08/2014 –08/2016	LEPL Scientific Research Center of Agriculture.
Tbilisi, Georgia.	Head of Public Regional and International Relations Unit
01/2014 –09/2014	Ltd "New Resource Corporation".
Tbilisi, Georgia	Corporate Manager
08/2013 –12/2013	NCLE "Public Marshall".
Tbilisi, Georgia	Chairman
08/2012 –07/2013	“Turner Nursing Home”.
Liverpool, UK	Assisting Manager
10/2011 –07/2012	Ltd "Cheeseco"
Tbilisi, Georgia	Deputy Director.

PART TIME WORK EXPERIENCE

06/2008 –06/2009	“Barnovi Hospital”	Hospital IT Manager;
12/2007 –03/2008	“Ghudushauri hoslital”	Emergency reception;
10/2005 –05/2008	Ltd “Askaneli Brothers”	Supply chain specialist;
12/2005 –03/2006	Republic hospital	Assisting practitioner;
02/2003 –09/2005	Ltd “Capitalpoint”	Presale, Supervisor.

OTHER SKILLS & ACTIVITIES

Languages - Georgian (native), **English** (fluent), **Russian** (fluent).

Computing Skills – **MS Office (Word, Excel, Access, PowerPoint, etc)**, IT and system administration skills

Driving License – International/category “B”

REFERENCES

Dr. Adam Swain - Associate Professor at Economic Geography
School of Geography, University of Nottingham
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