

# Ani Makhatlishvili

Tbilisi, Georgia.

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## EXPERIENCE

### SHANGHAI WEIFAN CO.

Shanghai, China

Technology-based training center with over 30 branches.

#### *Vice President of Business Development*

2018 - 2020

- Developed a strategic marketing plan, resulting in 5X customer sales, 30% increase in program engagement and a 60% increase in overall sales; opened 6 new centers of the company.

### ENVIROTECH

Tbilisi, Georgia

Sales and online marketing provider, offering financial, trading and consulting services to international customers.

#### *Sales and Account Manager*

2017 to 2018

- Managing organizational sales by developing a business plan that covers sales, revenue, and expense, setting individual sales targets for customers and understanding their needs. Creating and managing accounts in portfolios, monitoring leading calls, creating and coordinating campaigns, analyzing account performance, establishing a strong relationship with stakeholders.
  - Launched digital cost-saving program, achieving a 50% increase in client attendance / year, 15% cost-saving for clients, realizing \$50K in annual cost-saving.

### ALPHA TECHNOLOGIES INC. USA

Tbilisi, Georgia

A leading provider of IT solutions and consulting services to a diverse and global clientele. Services include Innovation and Automation (Data Science, RPA, Blockchain, IoT), Onshore Offsite Managed Services, IT training, Talent acquisition, HW/SW resale.

#### *Sales & IT Recruiter*

2016 to 2017

- In the framework of Alpha partnership, examined over 2500 candidates for Credit Suisse recruitment (Suisse Bank, Wroclaw, Poland). Duties: Attracting suitable candidates, assessing their knowledge, skills, experience, sending employment offers, negotiating with them, sending feedback.
  - Implemented 20% cost-saving real estate project for Alpha Holding Georgia and generated over \$2.6M revenue for the company.

### TBILISI STATE UNIVERSITY

Tbilisi, Georgia

A public research university offering a wide variety of programs at undergraduate, graduate and doctoral levels.

#### *Foreign Language Department, Librarian*

2015-2016

- Developed a digital library platform for students with special needs, resulting in 50K+ users engagement.

## EDUCATION

### TBILISI STATE UNIVERSITY

Tbilisi, Georgia

- Bachelor of Arts in English Philology

2012 to 2016

#### **ADDITIONAL INFORMATION**

- Certificates in Progress:
  - MITx (Massachusetts Institute of Technology), Supply Chain Analytics.
  - Harvardx (Harvard University), Data Science: Machine Learning.
- Artificial General Intelligence self-learner, passionate about Robotics and Smart Systems.