
IRAKLI AKHALAIA



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EXPERIENCE

ASSET MANAGER / BUSINESS DEVELOPMENT MAJID AL FUTTAIM HYPERMARKETS GEORGIA

JAN 2017 – present

Asset Management – Planning and executing annual budget for open and upcoming projects. Managing procurement division. Negotiating with local and international vendors to secure the most advantageous terms. Negotiating with business drivers and government institutions. Developing and supporting maintenance unit.

REGIONAL EXPERT / RURAL ECONOMIC DEVELOPMENT PROGRAMME, MERCY CORPS

FEB 2015 – 2017

Initiating, planning, executing, monitoring and controlling, as well as closing projects. Supporting Monitoring and Evaluation of project cycles. Developing value chain of open and upcoming projects. Leading procurement activities. Discovering the most profitable suppliers and initiate business partnerships. Finalizing details of orders and deliveries.

MARKETING RESEARCH ANALYST / ACT

Feb 2012 – 2015

Designing appropriate quantitative measures and instruments for different research projects. Lead focus groups and in-depth interviews. Writing detailed analytical reports. Debriefing and advising clients on insights and results based on research projects.

BUSINESS DEVELOPMENT MANAGER / LLC GROUP 24

2010 - 2018

Researching Organizations on competition and state procurement agency website. Researching and reflecting wholesale prices for budgeting tenders. Managing tender documentations. Consulting organizations for revealing tenders fully. Participating in tenders with cooperating contractors. Developing strategy and follow up on its implementation based on organization's needs.

STRENGTHS

Team Player | Motivator & Leader

Development | Procurement
Project Management | Research
Analytics | Advisory

LANGUAGES

Georgian – native | English – fluent |
Russian – fluent | German – basic
French - basic

SENIOR CORPORATE MANAGER / UNISON

2011 – 2012

Initiating new project and activities with corporate clients. Forecasting and analyzing of sales and sales plan. Managing and supervising projects. Researching and analyzing Insurance market. Researching advertising and business market

JSC TBC BANK

Retail Credit Expert – 2008 – 2011

Fast Loan Expert – 2007 – 2008

Account Manager – 2007 – 2008

EDUCATION

COMMUNICATION, B.A. / 2008

Georgian Technical University
Tbilisi, Georgia

REFEREES

Irakli Kasrashvili – Country Director, Mercy Corps Georgia

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Shalva Pipia – Team Leader, Niras Georgia

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Davit Vardiashvili – Country Maintenance Manager

Majid AL Futtain Hypermarkets Georgia

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