

Irakli Gagua



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| Date of birth 12/11/1988 | Nationality Georgian

20/06/2017- current

Director
Hydrodiagnostics LLC

01/10/2012 – 20/06/2017

Deputy Director
LTD "EUROTECHNOLOGIES", Tbilisi (Georgia)

Responsible for :

- Develop and supervise execution of the company's business strategies and plans.
- Oversee the company's operations, financial performance
- Finding a potential partner/supplier on the international market
- Market Research - Monitoring of market trends
- Negotiate with international partners/suppliers and make sustainable relationships with them.
- Provision of procurement - communication with suppliers and timely supply of products;
- Research, plan and execute procurements processes to match with exact specifications of the client
- Monitor and estimate upcoming levels of demand;
- Planning transport and logistics schemes based on customer orders/requests
- Prepare customs documentation and manage operations;
- Increasing Sales and achieving budget goals;
- Provide guidance on long and short term budgets and operating plans
- Provide oversight of budget and financial requirements
- Decreasing and controlling the expenses
- Defining price policy and margins
- Managing and controlling operation processes
- Lead and manage a team.
- Assess and manage risks;

01/04/2009 – 01/10/2012

Procurement Coordinator
LTD "EUROTECHNOLOGIES", Tbilisi (Georgia)

Responsible for :

- Consistently reduce lead times and boost on-time product delivery by strengthening relationships with transport companies
- Play a key role in monthly and annual inventory audits
- Find new suppliers in international market as well on local market.
- Evaluation of all suppliers by price, quality and reliability by ISO 9001 standards
- Building strong and transparent relationship with old and new, local and international suppliers.
- Achieving scale economy and special discount from international suppliers.
- Control warranty terms and it's performance in case of defective equipment.
- Improving payment terms

01/10/2008 – 01/04/2009

Sales Manager
LTD "EUROTECHNOLOGIES", Tbilisi (Georgia)

Sales Agent

01/05/2008-30/09/2008

Bank of Georgia Tbilisi (Georgia)

Education and Trainings

01/03/2008 – 01/06/2012 Iv.Javakhishvili Tbilisi State University,(Tbilisi ,Georgia) - Bachelor 's Degree
Faculty of Business Administration

01/09/2006 – 20/01/2008 Georgian-American University (GAU), Tbilisi (Georgia)
Faculty of Business Administration

ACCA: F1; F2 ; F3; - Passed
F7- Current

School Physical-Mathematical #42 ,Tbilisi(Georgia)

LANGUAGES:

Georgian- Native
English - Fluent
Russian - Fluent
Turkish - Beginner

Computer skills

- Good command of Microsoft Office™ tools (Word™, Excel™ and PowerPoint™);
- "1C"

Driving licence(s): B