

# ZURAB KAKHIDZE

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## Personal Profile

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I am an enthusiastic and highly versatile individual, with excellent analytical, innovative and problem solving skills. I have an entrepreneurial spirit, having already led the launch and development of two startups. "Parallel Class" is one where I helped to create a new learning environment for school leavers, focusing their transition to working life. My employment in the Banking Industry was a great opportunity to experience different management practices, became more flexible and develop my interpersonal skills.

I have a particular interest in helping organisations to reconfigure their processes to gain advantage in the Fourth Industrial Revolution. I have currently completed an MA degree in Management at the University of Westminster, London, UK. My dissertation focusing upon entrepreneurial marketing in the "Fintech" Industry.

## Employment

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Oct '17 – Present

### **Co-Founder of "Parallel Class", Tbilisi, Georgia.**

Innovative platform for further education, aiming to fill a gap between school education and world of employment. "Parallel Class" helps children to develop a creative mind, an entrepreneurial soul, and introduce them to core elements of different professions. Courses include the following subjects: Economics and Management, Applied Psychology, Project Management, Photography and Painting, Biology and Physics in Art, Religion and Cultural Development.

#### **Responsibilities and Achievements:**

- ✓ Co-Founder of "Parallel Class"
- ✓ Evaluation and development of new ideas and projects
- ✓ Fund raising management and acquisitions
- ✓ Future development of "Parallel Class"
- ✓ Course leader of Economics and Management
- ✓ Supporting children's motivation

Jun '18 – Sep '18

### **Business Development Consultant, WBC, London, UK**

Volunteered at the student based organisation - Westminster Business consultants. Main responsibilities were focused on client acquisition and development of services. Currently involved in organising two conferences - JADE Autumn Conference 2018 and Westart 2018.

Feb '17 – Aug '17

### **Co-Founder of B.A. Group, Tbilisi, Georgia.**

An accountancy Firm, offering clients Audit, Accounting and Tax services. By the time I left company, it achieved a break-even point, acquired loyal and stable clients, staffed with educated and highly motivated employees. It was a valuable experience in startup management, where I dealt with the following tasks - recruitment of partners and staff, office allocation, cost management, delegation and monitoring processes, employee motivation, business to business negotiation.

#### **Responsibilities and Achievements:**

- ✓ Co-Founder of B.A. Group
- ✓ Leading the management team
- ✓ Business development
- ✓ Client acquisitions
- ✓ Employee recruitment

May '17 – Aug '17

### **Mortgage Loan Officer, TBC Bank, Tbilisi, Georgia.**

Achieved position after the acquisition of Bank Republic by TBC Bank. This provided me with the opportunity to observe and analyse the challenges of corporate acquisitions.

#### **Responsibilities and Achievements:**

- ✓ Applying sales tactics to promote new mortgage offers to eligible clients
- ✓ Analysing clients' income and credit history – salary, dividends, rent, including analyses of small and medium business segments
- ✓ Reporting and review of loan applications with risk department
- ✓ Advisory support to clients over financial difficulties

Jun '15 – May '17     **Retail Banking Advisor, Bank Republic, Societe General Group**, Tbilisi, Geo.  
Day to day interaction with clients, negotiation on offers provided by the bank for retail customers, marketing campaign undertakings and product optimisations.

**Achievements in Banking sector:**

- ✓ Excellent networking, with one of the most loyal and long standing clients in the company.
- ✓ Gained and practiced important skills including – working under pressure and staying calm, intuition, expression interpersonal skills, critical analysis.

Feb '15 – May '15     **Internship at Georgian Railway's Financial Department**, Tbilisi, Georgia.  
Interacting and building rapport with suppliers and customers, analysis of financial information and weekly report submissions to department managers.

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**Education**

Jan '18 – Jan '19     **Management MA, University of Westminster**, London, UK.  
Distinction grades achieved in completed modules - Economics for Management, Marketing for Managers, Financial Analysis for Managers. Final grade – Merit (2:1)

Sep '14 – Dec '14     **Pre-Masters in Finance & Financial Services, Bournemouth Business School International**, Bournemouth, UK.  
Financial Analysis and Investment. Finale grade – Distinction.

Sep '10 – Jul '14     **Bachelor of Business Administration, Tbilisi State University**, Georgia.  
Business Administration - Majored in Banking and Finance. Minored in Macroeconomics. GPA – 2.5

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**Languages**

- **English:** Proficient in speaking and writing.
- **Russian:** Intermediate in speaking, intermediate in writing.
- **Georgian:** Proficient in speaking and writing, native speaker.

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**Technical Skills**

- Good knowledge of ALTA and CRM Software.
- Good working knowledge of Microsoft Packages, familiar with Apple and Android Platforms.

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**Interests**

- Technology, Politics, Innovation, Education, Banking and Management.
- Chess – a great way to develop, critical thinking, planning and memorising skills.
- Literature and poetry – helps me to develop personally, it is a source of new ideas and thoughts.
- Swimming, camping and mountain trekking.

**References:** Available upon request.