

## Otar Antia

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### Professional Experience:

*Oct' 2019 – present*

#### **Private Sector Development Manager**

Policy and Management Consulting Group – PMCG

##### Key Responsibilities:

- Development of project proposals and RFPs
- Identification and analysis of the private sector needs and elaboration of tailored consulting services
- Building and maintaining strategic relations with local and international business associations, donor organizations and commercial financial institutions

*Mar' 2017 – present*

#### **Invited Lecturer**

Caucasus University – School of Business

##### Key Responsibilities:

- Course in Managerial Skills and Leadership
- Course in Essentials of Management
- Course in Public Speaking

*Aug' 2017 – Nov' 2019*

#### **Authorization and Accreditation Expert**

National Center for Education Quality Enhancement

*Mar' 2015 – Sep' 2018*

#### **Head of Enterprise Development Department**

LEPL Enterprise Georgia

##### Key Responsibilities:

- Implementation and monitoring of State Program “Produce in Georgia” with a portfolio of up to 200 companies and a total investment volume of more than GEL 400 mln
- Implementation and monitoring of Micro and Small Business Support program with portfolio of up to 5000 beneficiaries
- Identification of SME needs and designing support mechanisms oriented on easing their access to finance
- Managing coordination with educational institutions, IFIs, business networks and public offices

*Jan' 2015 – Mar' 2015*

#### **Component Manager**

LEPL Enterprise Georgia

Key Responsibilities:

- Deployment and further management of Micro and Small Business support program
- Identification and analysis of needs of MSME sector
- Development of training curricular for capacity building of Micro and Small Business representatives
- Conducting trainings for Micro and Small businesses in areas such as: *Business Plan Writing, Taxation, Organizational Management, Sales and Marketing*

*Sep' 2014 – Jan' 2015*

**Portfolio Manager**

LEPL Enterprise Georgia

Key Responsibilities:

- Needs analysis and evaluation of the State Program beneficiary companies
- Managing coordination with Financial Institutions

*Sep' 2013 – Sep' 2014*

**Acting Head of Sustainable Development Department**

Ministry of Economy and Sustainable Development of Georgia

Key Responsibilities:

- Identification of Green Business Opportunity areas
- Needs assessment for Green Business Development
- National focal point for EC funded green economy development initiative in the frameworks of Eastern Partnership

*Oct' 2012 – Jul' 2016*

**Invited Lecturer**

Ilia State University

Key Responsibilities:

- MBA Courses in Leadership and Contemporary Management

*Jun' 2012 – Sep' 2013*

**Chief Specialist of Sustainable Development Department**

Ministry of Economy and Sustainable Development of Georgia

*Jan' 2011 – Jun' 2012*

**Senior Specialist of Sustainable Development Department**

Ministry of Economy and Sustainable Development of Georgia

*Jan' 2011 – Present*

**Co-founder**

Association of Young Professionals in Energy of Georgia

*Apr' 2010 – Jun' 2010*

**Audit Assistant**

Revenue Service, Audit Department of the Ministry of Finance of Georgia

*Aug' 2008*

**Assistant**

Joyce Barret – US Department of State Grant Scholar

*Jan' 2008 – May 2008*

**Economic Researcher (Intern)**

Center of Economic Research of Cochise Country (Arizona, USA)

**Education:**

*Sep' 2018 – Oct' 2019*

**University of Edinburgh (Business School)**

- MSc in Carbon Finance
- Beneficiary of the Chevening Program Scholarship

*2010 – 2012*

**Grigol Robakidze University**

- MBA (Concentration in Energy Management)

*2006 – 2010*

**Tbilisi State University**

- Recipient of the State Grant (70% tuition waiver based on the results of entry examinations)
- BBA

*Jan' 2009 – Nov' 2009*

**ATEI of Thessaloniki** (Thessaloniki, Greece)

- Beneficiary of Erasmus Mundus Program Scholarship

*Aug' 2007 – May 2008*

**Cochise College** (Douglas, Arizona, USA)

- Recipient of Freedom Support Act academic exchange scholarship, US Department of State

**Honors and Awards:**

*Jan' 2009 – Nov' 2009*

Recipient of the Erasmus Mundus academic exchange scholarship  
(*awarded on the basis of academic merit*)

*Aug' 2007 – May 2008*

Recipient of Freedom Support Act Academic Exchange Scholarship,  
the US Department of State (*awarded on the basis of academic merit*)

**Seminars/Conferences:**

*Aug' 2015*

**International Business Dynamics** (Singapore Cooperation Program)

- Course on Developing Government Strategies for SME Development

*Aug' 2013 – Sep' 2013*

**Japan International Cooperation Agency** (JICA, Osaka, Japan)

- Training Course for Planners to the Promotion of Photovoltaic Power Generation

*Jun' 2012 – Aug' 2012*

**University of Oslo**

- Summer School
- Master course in Energy, Environment and Sustainable Development

*Jan' 2010*

**Academy of the Ministry of Internal Affairs**

- Educational course in Audit and Tax Policy

**Publications:**

*May 2008*

**The Impact of Mexico on the Economy of the Cochise County**

- In co-authorship with Ayaz Aliyev, Bauyrzhan Razak and Kishvar Zarchobekov; published in *The Indicator* – a publication of the Cochise College Center for Economic Research

**Languages:**

- Georgian – Native
- English – Fluent
- Russian - Fluent