

## CURRICULUM VITAE

**Name, Surname:** Silva Mesropyan  
**Date of birth:** 25.09.1982  
**Nationality:** Armenian  
**Education:** Finances and Credits

<i>Institution</i>	Armenian Agricultural Academy
<i>Date:</i>	1999-2003
<i>Diploma obtained</i>	Diploma in Economics
<i>Certifications</i>	CMC; certified in EFQM, CEFE, OVOP, PI, (ACSTH) by Erickson

**Language skills:** (5 is the highest)

<i>Language</i>	<i>Reading</i>	<i>Speaking</i>	<i>Writing</i>
Armenian	5	5	5
Russian	5	5	5
English	5	5	5

### Membership of professional bodies:

- Members of Certification Committee of CMC Global Institute
- Member of Institute of Management Consulting, IMC Armenia
- Member of International Coaching Federation

### Other skills

- Excellent organizational and leadership skills
- Ability to work under pressure and tight deadlines
- Excellent sense of responsibility and initiative
- High sense of discretion and confidentiality,
- Excellent drafting and communication skills
- Professional facilitation and training skills
- Strong communication and negotiation skills
- Office and business software: excellent knowledge of Microsoft Office and similar products

### Specific Eastern European and CIS experience

Country	Date from – to
Kvareli, Georgia, Coach meet up on Entrepreneurship	June 2019
Bucharest, Romania, EaP Business Forum,	June 2019
Brussels, Belgium, EU High level meeting on Eap 10 Anniversary	March 2019
Minsk, Belarus, Digital Competencies for CSOs	March -June 2019
Tbilisi, Georgia, Entrepreneurship Shuttles	Feb. 2019
Vienna, Austria EaP Business Forum 2018; EaP Annual Conference	Dec, 2018
Ruhr area, Germany “Postindustrial transformation program” study visit	Oct-Nov, 2018
Tallinn-Estonia, “EaP 4 <sup>th</sup> Business Forum” EU4Digital	October 2017
Chisinau-Moldova, TOT delivery on “Local Production development and promotion of Local brands by JICA”.	October 2017
Kiev-Ukraine, East Invest Annual Forum	June 2017
Chisinau-Moldova, Training Delivery on “Project Management” for consultants	March 2017
Kiev-Ukraine, Training Delivery on “Positioning” for BSO/BMOs	Nov-Dec 2016
Constanta-Romania, Partnership Forum CBC Black Sea Basin	July 2016
Georgia-Tbilisi, Training Delivery on “Analytics” for BMO/BSOs	June 2016
Chisinau-Moldova, Training Delivery on “Membership” for BMO/BSOs	May-June 2016
Scotland, UK-Sector skills development in winery and tourism sector, Study tour Participation	December 2014
Rome-Italy-Women Entrepreneurship International Laboratory-forum	November 2014
Poland-Germany-Belgium-The Netherlands: Cross Border Cooperation Study tour-participation	October 2013
Georgia-Tbilisi: Cross Border Cooperation Information Session-participation	September 2013
Paris-France: Export Strategy; EU Markets-Study Tour-participation	October 2012

7. Professional Experience Record:

<b>Dates</b>	<b>Location:</b>	<b>Company:</b>	<b>Position:</b>	<b>Description:</b>
<b>May 2018-present</b>	<b>Zurich, Switzerland</b>	ICMCI, CMC G.I Anis Jabsheh <a href="mailto:anis.jabsheh@gmail.com">anis.jabsheh@gmail.com</a>	<b>CMC Mentor, CMC Oral Assessor, trainer; Member of CMC Certification Committee</b>	<ul style="list-style-type: none"> <li>- Mentoring</li> <li>- Assistance of CMC preparation</li> <li>- CMC Assessment &amp; Hearings</li> <li>- CMC Certification</li> </ul>
<b>November 2020-present</b>	<b>Yerevan Armenia</b>	Development Principles, Exceltour CBC Program Anahit Ghazanchyan <a href="mailto:anahit_ghazanchyan@mail.ru">anahit_ghazanchyan@mail.ru</a>	<b>EFQM facilitator-expert</b>	<ul style="list-style-type: none"> <li>- Need Assessment</li> <li>- Facilitation and 2raining</li> <li>- Improvement plan</li> <li>- EFQM validation and qualification</li> </ul>
<b>February 2021-present</b>	<b>Yerevan, Armenia</b>	Development Principles, SEAG Program Anahit Ghazanchyan <a href="mailto:anahit_ghazanchyan@mail.ru">anahit_ghazanchyan@mail.ru</a>	<b>Social Entrepreneurship Mentor</b>	<ul style="list-style-type: none"> <li>- Mentorship program</li> <li>- SE development</li> <li>- Local brands development</li> </ul>
<b>December 2020-present</b>	<b>Washington DC, US</b>	International Development Group Gayane Dallakyan <a href="mailto:gdallakyan@internationaldevelopmentgroup.com">gdallakyan@internationaldevelopmentgroup.com</a>	<b>Expert on PPD Readiness</b>	<ul style="list-style-type: none"> <li>- Research and in depth interviews</li> <li>- Report and analysis</li> <li>- Training and facilitation</li> <li>- Project Management</li> </ul>
<b>September 2020-present</b>	<b>London, UK</b>	EBRD, Ministry of Economy, RA Gevorg Poghosyan <a href="mailto:poghosyang@bso.am">poghosyang@bso.am</a>	<b>Expert on Operations Management, trainer, Coach</b>	<ul style="list-style-type: none"> <li>- Training Delivery</li> <li>- Business Modelling</li> <li>- Coaching</li> <li>- Evaluation</li> </ul>
<b>April 2020-present</b>	<b>London, UK</b>	EBRD, Grow Your Consultancy Business (GYCB) <a href="mailto:shawc@ebrd.com">shawc@ebrd.com</a> .	<b>Consultant, Trainer</b>	<ul style="list-style-type: none"> <li>- Starting a Consulting Business;</li> <li>- Management Consulting Essentials;</li> <li>- Managing a Consulting Business;</li> <li>- Marketing and Selling Consulting Services;</li> <li>- Business Diagnostics for Consulting;</li> <li>- Project Management for Consulting;</li> <li>- Change Management for Consulting.</li> </ul>
<b>October 2019-present</b>	<b>Yerevan, Armenia</b>	School of Social Entrepreneurs Gohar Mkoyan <a href="mailto:ssearmenia@gmail.com">ssearmenia@gmail.com</a>	<b>Trainer, SE Expert</b>	<ul style="list-style-type: none"> <li>- Development of SE Education program and curriculum</li> <li>- Individual Mentoring</li> <li>- Assessment of SE projects</li> <li>- Training delivery</li> </ul>
<b>January 2021-present</b>	<b>Gyumri Armenia</b>	Women Right House, Karine Davtyan <a href="mailto:womensrightshouse@gmail.com">womensrightshouse@gmail.com</a>	<b>Mentor in Women Entrepreneurship</b>	<ul style="list-style-type: none"> <li>- Women Entrepreneurship</li> <li>- Start-up Development</li> <li>- Regional Brands and products</li> <li>- Long term mentoring</li> </ul>
<b>August 2019-present</b>	<b>Yerevan, Armenia</b>	<b>UNDP, Women in Politics</b> <b>Meline Nahapetyan</b> <a href="mailto:meline.nahapetyan@undp.org">meline.nahapetyan@undp.org</a>	<b>Management and Leadership expert on women and youth</b>	<ul style="list-style-type: none"> <li>- Training curriculum development</li> <li>- Training delivery</li> <li>- Facilitation</li> <li>- Mentoring promoting leadership</li> </ul>

				<ul style="list-style-type: none"> <li>- Community development program</li> </ul>
<b>March 2018-present</b>	<b>Yerevan, Armenia</b>	InWEnt-Innovative Women Entrepreneurship Naira Margaryan- <a href="mailto:nmargaryan@vink.am">nmargaryan@vink.am</a>	<b>President, Co-Founder</b>	<ul style="list-style-type: none"> <li>- Management of WE Club</li> <li>- Event Management</li> <li>- Capacity building of Start up women entrepreneurs</li> <li>- Mentoring and coaching of existing women entrepreneurs</li> <li>- Social entrepreneurship</li> </ul>
<b>Dec 2015-Present</b>	<b>Yerevan, Armenia</b>	The Mill-Consulting Center (EBRD Qualified consulting company)	<b>Founder/Executive Director</b>	<ul style="list-style-type: none"> <li>- Strategic Management of Company</li> <li>- Management Consulting</li> <li>- Coaching</li> <li>- Researches and Market Study</li> <li>- Business Development Services</li> </ul>
<b>Feb 2013-Present</b>	<b>Yerevan, Armenia</b>	IMC Armenia NGO Artak Zopunyan-President <a href="mailto:Artak.zopunyan@imc-armenia.org">Artak.zopunyan@imc-armenia.org</a>	<b>Executive Director/Board Member</b>	<ul style="list-style-type: none"> <li>- Strategic Management of Company</li> <li>- Event Management</li> <li>- Mentorship Program Implementation</li> <li>- Membership Management</li> </ul>
<b>February 2019-June 2020</b>	<b>Yerevan, Armenia</b>	<b>GIZ EPIC program/APY</b> <b>Diana Chobanyan</b> <a href="mailto:Dianachobanyan@apy.am">Dianachobanyan@apy.am</a>	<b>Entrepreneurship Coach</b>	<ul style="list-style-type: none"> <li>- Training material development</li> <li>- Training delivery</li> <li>- Mentoring and Coaching</li> <li>- Development of Entrepreneurship school</li> </ul>
<b>August 2018-January 2020</b>	<b>Yerevan, Armenia</b>	OxYGen/Save The Children	<b>Trainer, Mentor on Entrepreneurship</b>	<ul style="list-style-type: none"> <li>- Training material development</li> <li>- Training delivery and Facilitation</li> <li>- Mentoring</li> <li>- Grant Management and assessment</li> </ul>
<b>June 2013-2017</b>	<b>Armenia</b>	Economic Research and Development Support Center Ruben Sarukhanyan <a href="mailto:ruben_sarukhanyan@yahoo.com">ruben_sarukhanyan@yahoo.com</a>	<b>Senior Consultant/Project Coordinator</b> <b>In house Expert</b>	<ul style="list-style-type: none"> <li>- Project Management</li> <li>- Researches and Baseline study</li> <li>- Cross Border Cooperation</li> <li>- Start-up trainings and coaching</li> <li>- Export Strategy and International Trade Requirements</li> </ul>
<b>May 2016-Dec 2017</b>	<b>Brussels, Belgium</b>	East Invest 2, Private-public dialogue network Christian Gessl <a href="mailto:c.gessl@ueapme.com">c.gessl@ueapme.com</a>	<b>Local Expert (Confirmed By European Commission)</b>	<ul style="list-style-type: none"> <li>- Training Delivery on Membership; Analytics, Communication, Negotiations, etc.</li> <li>- Facilitation</li> </ul>
<b>September 2015-June 2016</b>	<b>Armenia</b>	Media.Co (Play House Films)	<b>Deputy Director/ Executive Producer</b>	<ul style="list-style-type: none"> <li>- Business Processes Management</li> <li>- PR Campaign</li> <li>- Sponsorship</li> <li>- Fundraising</li> </ul>
<b>Oct 2009-Feb 2012</b>	<b>Armenia</b>	Rocarm LLC	<b>Business Consultant (internal)</b>	<ul style="list-style-type: none"> <li>- Strategic Management and Planning</li> <li>- Control and Analysis Financial Operations</li> <li>- Control and Analysis of Sales Operations</li> <li>- Control and Analysis of Production Operations</li> </ul>
<b>Jan. 2009-Feb. 2011</b>	<b>Armenia</b>	BSC-Business Support Center LLC <b>Samvel Gevorgyan- <a href="mailto:samvel@bsc.am">samvel@bsc.am</a></b>	<b>Business Consultant/Trainer</b>	<ul style="list-style-type: none"> <li>- Business Plan Development</li> <li>- Financial Planning</li> <li>- Marketing Plan and Strategy Development</li> </ul>

				- Training Delivery on BP
<b>May 2005- Sept 2008</b>	<b>Armenia</b>	<b>ShagaMix LLC</b>	<b>Head of Business Consulting</b>	- Business Plan Development - Financial Planning - Marketing Plan and Strategy Development
<b>Dec 2003- May 2005</b>	<b>Armenia</b>	<b>ArmEconBank OJSC</b>	<b>Banking Specialist</b>	- Banking Services - Accounting, BankMail Services - Other Banking Services

### Developing/coordinating projects

Name of project	Position	Period	Client
Social Entrepreneurship	Mentor	July-present	Impact Hub
Social Entrepreneurship, "Future Today: Empowering Women, Youth And Children For Deepening Democracy In Armenia"	Trainer, Mentor	June 2021- present	Winnet/People In Need Armenia/UNFPA
Strengthening capacity of local producers in regions	Trainer, Coach	June-2021	HDIF
Coaching TOT, Golden Standards	Coach trainer	May 2021	APY/People In Need Armenia
Entrepreneurship School for displaced women from Artsakh	Trainer, Coach	March-present	APY/ Friedrich Ebert Stiftung
Exceltour CBC Basin project	Facilitator, Consultant	Nov 2020-present	Development Principles NGO
SEAG project, EU4Youth	Mentor	Feb 2021-present	Development Principles NGO
Women Entrepreneurship Mentoring Program in Gyumri	Mentor, trainer	Jan 2021- present	Women Right House NGO,
Expert of Business Modelling in scope of 19 <sup>th</sup> governmental program called "Start a Business from ZERO"	Trainer, Coach, Expert	September 2020-present	EBRD, Ministry of Economics, RA
Development of opportunities for SMEs	Consultant	April-May 2020	GIZ
Entrepreneurship Shuttle EPIC program by GIZ	Entrepreneurship Coach	Feb 2019-June 2020	APY/GIZ
Entrepreneurship for youth, EU4Youth, UP4Change	Trainer, expert, mentor,	2018-2019	OxYGen/Save the Children
CMC Certification program for Armenian Management Consultants	CMC Trainer, mentor, assessor	2018-ongoing	IMC Armenia, CMC G.I. ICMCI
Training delivery for the SE School for youth from Armenia, Georgia and Moldova	Trainer	2018	YCCD/EaP Civil Society Platform
Training delivery for Erasmus+ Training Course "ACTIVATE: participants from 8 countries	Trainer	2018	APY/NICOLA international
Training Delivery on "Business Development and Marketing"	Trainer	2018	Heifer Armenia
Mentorship program for young entrepreneurs for SE	Mentor	2018-2019	Ecolab/Boo Alternative House
Training Delivery for Social Entrepreneurship School	Trainer	2018	EU/Strong CSO/APY/YCCD
TOT delivery on "Local Production development and promotion of Local brands by Japanese Methodology" by Kaisen	Certified Trainer	2017	Business Advisory Center, Chisinau Moldova
BSO Exchange for Management Consultants-CMC Preparation in Yerevan. IMC Armenia with Economic Chamber of Commerce Tirol in Innsbruck executed by CPM Consulting, Innsbruck, Austria,	Project Manager	2017	East Invest 2
Training Delivery on "Start-Up Development" (CEFE methodology, OVOP) for Tourism Sector in Lori and Food Processing in Meghri, SMEDNC/JICA	Project Manager/ Senior Expert	2017	SME DNC/JICA

Market Research Food Processing and Tourism Sectors of Lori, Syunik and Armavir Regions of Armenia and Road-Side Station to be established in Lori region of Armenia	Project Manager/ Senior Consultant	2017	SME DNC/EU Delegation in Armenia
Training Delivery on "Project Management for consultants" in scope of Training and Certification of Consultants program in Moldova, EU funded project implemented by UNDP Moldova	Expert-Trainer	2017	CPMC-Austria/ Business Consulting Institute-Moldova
Event organization EU4Business Week in scope of East Invest 2, Public private network program in Yerevan, Armenia	Project Management	2017	IMC Armenia/ EuroChambre
Training Delivery on "Positioning" topic for BSO/BMOs in Kiev, Ukraine in scope of PPD Network Project by East Invest 2	NKE/Local Expert from Armenia	2016	East Invest 2/Eurochambre
Training Delivery on "Export Strategy and planning" topic in Yerevan EEN/SMEDNC	Trainer	2016	SME DNC/ EEN
Training Delivery on "Analytics" topic for BSO/BMOs in Yerevan in scope of PPD Network Project by East Invest 2	NKE/Local Expert from Armenia	2016	East Invest 2/Eurochambre
Training Delivery on "Analytics" topic for BSO/BMOs in Georgia in scope of PPD Network Project by East Invest 2	NKE/Local Expert from Armenia	2016	East Invest 2/Eurochambre
Training Delivery on "Membership" topic for BSO/BMOs in Moldova in scope of PPD Network Project by East Invest 2	NKE/Local Expert from Armenia	2016	East Invest 2/Eurochambre
Market Study and Marketing Strategy Development (supported by EBRD Advice for Small Business) for De Laur LLC	Project Manager/Senior consultant	2016	Mill LLC/EBRD Advice to Small Business
Film producing-Business process management-Romantic Comedy "Head of State"	Executive Producer	2015-2017	Mill LLC/Play House Films
Research on existing and new foreign markets for Armenian agricultural products.	Project Manager	2015	OSCE/ERDSC
Business Management Skills training and coaching course for start-ups in Sevan and Gyumri	Consultant-trainer	2015	Mission Armenia/World Bank-BSC
Marketing Strategy and Selling skills training and coaching course for migrants from Syria	Consultant-trainer	2015	UNHCR/SME DNC
MDA - Provision of Services for the Implementation of EBRD SBS	Project Manager-	2013-2015	EBRD
Film producing-Business process management-Romantic Comedy "Instead of Someone"	Executive Producer	2014-2015	Play House Films
Baseline Study on Upcoming Reform of the LG (local government) System	Project Manager	2014	Counterpart International Armenia
Eurasia Competitiveness Programme Supporting SME Competitiveness in the Eastern Partner Countries" Survey among Construction manufacturing companies	Senior Consultant	2014	ERDSC/OECD
GSP+ compliance monitoring process	Independent Expert	2014	UNDP/Unicef/Ministry of Economy RA

Conducting Business Plan Development training and coaching, Due Diligence for JOIN project participants from Shirak, Lori and Tavush marzes.	Consultant-Trainer	2013–2014	CARE Caucasus International
Studying the export requirements to the EU and compliance of respective procedures with International Fund for Agricultural Development Farmer Market Access Program.	Consultant-Expert	2013	The Fund for Rural Economic Development of Armenia
Establishing New Travel Agency	Internal Consultant	2013	Vanatour Travel Company
Internal Consulting and Management	Internal Consultant	2012	Sirov Travel-www.hotels.am
Capacity building for Boarding Members in Armenian State Regional Colleges	Independent Expert-Trainer	2011	ETF/NCVETD
Baseline survey of the socio-economic conditions of the rural communities in Sisian region	Exper-consultants	2009-2010	Accion contra el Hambre (ACH)
Women Entrepreneurs from 3 regions of Armenia on Business Planning funded by EU	Consultant-trainer (internal)	2010	EBRD BAS Armenia/BSC
Community Development Program	Consultant-trainer (internal)	2009	World Vision Armenia/BSC
Management consulting services;	Senior consultant (internal)	2009 – 2011	BSC/ EBRD

### Publications

- 2015- Agro products Export potentials and opportunities in Armenia, co-authoring Yerevan
- 2011 – Guide for Members of Governing Board in Armenian Regional Colleges, co-authoring-Yerevan
- 2010 - How to start a business in Armenian, 3<sup>rd</sup> edition, co-authoring – Yerevan
- 2010 - CSR guide for Armenian Companies, co-authoring - Yerevan,
- 2012 - Youth Professional Orientation Center/World Bank Film about “Marketing”