

PROFESSIONAL EXPERIENCE

TBSC CONSULTING

Tbilisi, Georgia

Management consulting firm providing advisory services to public and private sector organizations

Managing Consultant

2024 - present

Senior Management Consultant

2022 - 2024

Representative project work includes the following:

- USAID/Deloitte – Wrote a winning grant proposal and managed a team of five, including three senior economists and two business analysts, to assess informal shadow banking in Georgia. As a result, recommendations were created that the National Bank of Georgia incorporated into policy planning
- Ministry of Environmental Protection and Agriculture of Georgia – Wrote a winning grant proposal and co-managed a team of seven consultants, including senior field experts, to assess the regulatory impact of a proposed hunting law, analyze data, monetize results, and formulate a strategy for the Wildlife Management Agency. The Georgian government used the project results for policy planning
- Embassy of the Kingdom of the Netherlands in Georgia – Led a team of four consultants to facilitate B2B matchmaking between up to 40 Dutch and Georgian companies, including the nine largest Dutch companies specializing in greenhouses, horticulture, and seeds; achieved an attendance rate exceeding 95%. According to the satisfactory survey, approximately 90% of participants found their partner companies suitable
- Bank of Georgia – Managed the Kutaisi regional division of the national pro-bono business case competition involving over 400 students from 12 universities. Additionally, taught Harvard business case analysis to 30+ professors from 12 universities and received applause from multiple groups of professors following the training sessions

Management Consultant II

2021 - 2022

Management Consultant I

2020 - 2021

- USAID/HICD – Wrote a winning grant proposal and led a team of seven experts from two organizations to enhance communication practices at the National Assessment and Examination Center (NAEC) under Georgia's Ministry of Education and Science. The team collected data, identified areas for improvement, and provided recommendations to enhance NAEC's performance. NAEC management agreed on necessary changes and outlined steps for implementation
- USAID/HICD – Wrote a winning grant proposal; managed a team of ten, including national and international field experts from two organizations, to enhance the strategic communication capabilities of six selected USAID Elections and Political Processes (EPP) Implementing Partners; management of the six EPPs reviewed communication issues, agreed on changes and outlined steps for implementation

Analyst

2019 - 2020

- United Nations Industrial Development Organization (UNIDO) and Georgian Government (GoG) – Collaborated with a team of consultants to conduct comprehensive economic cluster mapping across the country, followed by diagnostic assessments of shortlisted clusters including wine, pharmaceuticals, toys, jewelry, and greenhouses. Identified the two most promising clusters, leading to \$6 million in support from UNIDO based on our recommendations
- USAID/CNFA – With a team of five consultants, conducted a survey of the Georgian spice industry to explore opportunities for domestic and export markets. As a result, offered strategic recommendations for the spice sector to enhance sustainable production practices, add value, improve marketability and branding, and propose a market-driven path forward

FIRMEDU (NGO)

Tbilisi, Georgia

Co-Founder, Director, Project Manager (Part-Time, Volunteer)

2022 - Present

- Co-founded an NGO aimed at enhancing entrepreneurial knowledge in Georgia through free training sessions for youth
- Received two FLEX Alumni Grants funded by the U.S. Department of State, Bureau of Educational and Cultural Affairs (ECA) to organize finance and economics educational programs for youth in urban and rural areas
- Built a team of 15 volunteers, including a university lecturer, negotiated collaborations, and gained support from prestigious Georgian schools, both public and private and NGOs
- Improved the finance and economic skills of approximately 300 students within a year

EDUCATION

IVANE JAVAKHISHVILI TBILISI STATE UNIVERSITY (Ranked #1 in Georgia)

Tbilisi, Georgia

Bachelor of Business Administration (Graduated with Honors)

2015 - 2019

- Governmental scholarship for four years
- First place winner of a student PR and marketing contest; as part of a two-person team, created a social responsibility project for a major Georgian bank; received financial awards from the bank and a marketing agency. The project received national news coverage, including an interview with me
- Bloomberg Market Concepts Certificate from Bloomberg Financial Markets Lab - funded by the university

HOBBIES AND INTERESTS

- Playing piano – Studied at the Tbilisi E. Mikeladze Music School for four years and now taking classes for leisure; have performed solo three times in the music academy concert hall in front of around 100 attendees