

Summary

Executive-level Business Manager and entrepreneur with experience running a start-up and emerging companies. Strong technology and product development expertise. Build strategic business relationships and partnerships. Strong drive with excellent interpersonal, communication and team-building skills.

Well-versed ineffective communication and relationship building. Proven history of successfully engaging with clients and business audiences. Quick-learning and task-driven with excellent delegation and planning abilities.

Goal-driven Business Manager bringing expertise in finance, supply chain management, and marketing. Successful at overseeing all areas of daily operations and making successful decisions that positively impact the direction and bottom line profits of the business.

Results-oriented business leader with an honest, hardworking nature and natural leadership talents. Detail-oriented and resilient Business manager with a demonstrated record of accomplishment in team management, budget administration and lead prospecting to enhance growth and strengthen brand market penetration.

Education

MASTER OF BUSINESS ADMINISTRATION | 2017 | KINGSTON UNIVERSITY, NEW YORK, USA

- Specialization: Executive Management

BACHELOR | 2003 | IV. JAVAKHISHVILI TBILISI STATE UNIVERSITY

- Specialization: Finances and Banking

Skill Highlights

- Human Resources
- Strong decision-maker
- Complex problem solver
- Marketing Strategy
- Business Strategy
- Event Management
- Budgeting

Experience

GENERAL MANAGER | "PORTO FRANCO GROUP" | 09/2013 - PRESENT

Created, managed and executed a business plan and communicated company vision and objectives to motivate teams

Worked with support teams to resolve issues with product, service or accounting areas

Drove year-over-year business growth while leading operations, strategic vision and long-range planning

Enhanced operational success through effective staffing, strong training, adherence to safety regulations and well-timed customer service

Managed budget implementations, employee reviews, training, schedules, and contract negotiations

Organized budgets, oversaw P&Ls and achieved margin targets consistently to stay on track with growth plans.

- **Food and Beverage Manager | Hotel "Mari Group, Colosseum" | 03/2012-09/2015**
- **General Manager | Ltd "Guru Group" | 05/2009 - 08/2010**
- **Event Department Director | Ltd "Wizard Group" | 09/2007 - 05/2009**
- **Business Loan Officer | JSC "Procredit Bank" | 05/2005 - 08/2007**

Certifications

- **Truck Dispatcher USA, online course** 09/2021 – 02/2022
- **"Business Management Course"**, Batumi, Georgia. 01/2014

This training course was organized by the Department of Tourism and Resorts of Adjara

- **Small and Medium Business Finance Management**, Tbilisi, Georgia. 10/2007 – 01/2008. European School of Management (ESM)
- **Business English**, Tbilisi, Georgia. 08/2004 – 11/2004. ELC – (English Language Center)

Languages

- **Georgian** - Native speaker
- **English** – Highly Proficient
- **Russian** – Native speaker