

CURRICULUM VITAE

NIKOLOZ TOIDZE

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BIOGRAPHICAL INFORMATION :

-- *Date of Birth* – December 14, 1975

-- *Nationality* - Georgian

-- *Marital Status* - Wife and 2 sons aged 9 and 6

EDUCATION AND TRAINING:

2011-2012 ***Strategy and Operation*** Deloitte Consulting LLP learning course

Subjects: *Financial Analysis, Competitive Analysis, Industry Analysis, Research and Data Gathering, Visioning, Portfolio Management, Statistical Analysis, Valuation Concepts, Marketing basics*

2011-2012 ***Financial Accounting*** Deloitte Consulting LLP learning course

Subjects: *Accounting for Financial Instruments, Accounting for Derivatives, Valuation Concepts for Derivatives*

1992 - 1997 ***Diploma with Excellence in International Economic Relations, Tbilisi State University, Georgia.***

Major Subjects: *International Economic Relations, Macroeconomics, Microeconomics, Competitive Advantage of Nations, Accounting, Financial Analysis, International Organizations, International Law, Civil Law, etc.*
Diploma Work: *“Developing Countries and Economic Growth.”*

WORKING EXPERIENCE:

- 2019 -Present** ***AGRICULTURAL LOGISTICS AND SERVICES COMPANY LTD. (Agricultural mechanization services, cereal seed variety testing/evaluation/production)***
- Finance Director***
- Responsible for: providing management of the finance and accounting team; providing strategic recommendations to the CEO and shareholders; managing the processes for financial forecasting and budgets, and overseeing the preparation of all financial reporting; advising on long-term business, financial and strategy planning, privatization process; Establishing and developing relations with external partners and stakeholders.
- 2015 -2019** ***MEQANIZATORI LTD. (Agricultural mechanization services)***
- Finance Director***
- Responsible for: providing management of the finance and accounting team; providing strategic recommendations to the CEO and shareholders; managing the processes for financial forecasting and budgets, and overseeing the preparation of all financial reporting; advising on long-term business, financial and strategy planning, privatization process; Establishing and developing relations with external partners and stakeholders.
- 2013 -2015** ***MEQANIZATORI LTD. (Agricultural mechanization services)***
- Head of Finance Department***
- Responsible for: providing management of the finance and accounting team; providing strategic recommendations to the CEO and shareholders; managing the processes for financial forecasting and budgets, and overseeing the preparation of all financial reporting;
- 2014-2016** ***GEORGIA TODAY MAGAZINE***
- Translator/Editor to economic and business articles***
- Responsible for: providing and/or overseeing the content and quality of magazine publications; ensuring that features are topical, interesting and informative.
- 2014-2016** ***Georgian edition of the Annual Issues of the ECONOMIST MAGAZINE***
- Lead translator/editor***
- Responsible for: translating and adapting of publications for the magazine
- 2008 – 2012** ***BERMUKHA-BMG LTD. (HORECA)***
- Finance Manager***
- Responsible for: providing management of the finance and accounting team; providing strategic recommendations to the CEO and shareholders; managing the processes for financial forecasting and budgets, and overseeing the preparation of all financial reporting.

2004-2006 **EXPRO-TRADE LTD. (export/import of heavy machinery)**

Co-founder and Director

Responsible for: overseeing all operations and business activities; developing high quality strategies and plans ensuring their alignment with short-term and long-term objectives

1999-2004 **ETALONI LTD**

Finance Manager

Responsible for: providing management of the finance and accounting team; providing strategic recommendations to the CEO and shareholders; managing the processes for financial forecasting and budgets, and overseeing the preparation of all financial reporting.

1998-1999 **ETALONI LTD**

Chief Accountant

Responsible for: providing management of the accounting team; overseeing all accounting activities of both financial and management accounting; preparing financial and performance reports; assisting departments with annual budgets and reviews, internal control and tax studies

1997-1998 **ETALONI LTD (rubber production, import/export of railway equipment)**

Accountant

Responsible for: Preparation of asset, liability, and capital account entries by compiling and analyzing account information.

1997-1997 **MINISTRY OF AGRICULTURE OF GEORGIA**

Consultant / translator

Responsible for: translating adapting selected international publications referred to agricultural sector

SHORT TERM ASSIGNMENTS:

01.2016-02.2016 **Expert to the Project “Value Chain Competitiveness Research” Funded by Georgian Farmers Association (GFA) within the framework of Capacity Building of Agricultural Cooperatives (CBAC)**

Responsibilities: Identification of competitive agricultural value chains in target regions, assessing resources, analyzing problems and elaborating policy recommendations;

01.2013-12.2013 *Expert to the Project “Innovative Approach to Agricultural Policy Making” Funded by the USAID/GPAC and Implemented by the Economic Policy Research Center(EPRC)*

Responsibilities: Report on Analysis of Current Stance of Georgian Agricultural Policy (institutional framework conditions set by the state). Analysis on international experience in creating effective agricultural policy and their applicability to Georgian reality. Analysis and recommendations on current stance of Georgian Agricultural Land Market, possible ways of overcoming major obstacles;

07.2012-08.2012 *Short Term Expert to the Project “Building the Local Capacity and Deepening the Regional Cooperation with the Purpose of Climate Change Adaptation and Biodiversity Conservation in Georgia and South Caucasus” Funded by the European Union and Implemented by the NGOs Mercy Corps and Caucasus Environmental NGO Network (CENN)*

Responsibilities: Preparation of baseline social and economic profiles within the context of the global climate change for the following 6 municipalities of Georgia: Dedoplistskaro, Sagarejo, Signaghi, Marneuli, Bolnisi, Dmanisi, and Ninotsminda.

01.2009-02.2009 *Expert to the Economic Policy Research Center within the framework of the Project “Economic Challenges of Georgia and Governmental Strategy Against Crisis”*

Responsibilities: Providing analytical input on macroeconomic threats to Georgian economy, economic growth and its sustainability; Analysis of investment flows to Georgia and implications of its banking sector’s dependency on foreign capital markets; Analysis of increasing foreign debt trend, as well as volume and sustainability of remittances from abroad, risks of currency misalignment; Formulation of relevant recommendations to policy makers, etc.

03.2007-11.2007 *Consultant to the GEOSTAT within the framework of the Project ” – Healthcare Financing and Expenditures Survey”. funded by World bank*

Responsibilities: Participation in preparation of methodological base for primary and desk research. Training of interviewers

PRO. SKILLS

Accounting, IFRS standards (primary statements, ratio analysis), data processing and manipulation with statistical tools, Project assessment/valuation (spot and plan methodologies), competitive analysis, portfolio analysis, start-up business management

LANGUAGE SKILLS:

Georgian - native; English - fluent, Russian – fluent,

COMPUTER SKILLS:

Familiar with all types of PCs including the following software: Microsoft Windows Professional, NT, XP, 7, 8, 10, MS Word, MS Excel, MS Access, MS PowerPoint, MS Visio, MS Project, Stata, Superfin, Oris, etc.