

# Taguhi Tumanyan

Dedicated and target oriented Management expert in ICT and IT

+374(91) 400-221  
[taguhit@gmail.com](mailto:taguhit@gmail.com)

## EXPERIENCE

### Business Development Executive — “Efusoft”LLC

Nov 2017 - PRESENT

- Pipeline management, international sales development and implementation, international exhibitions.

### Co-Founder — “Infus”NGO

Jan 2016 - PRESENT

- Research, development and implementation of fintech apps.

### IT corporate sales manager — *Softline International*

Oct 2012 - Feb 2016

- Representing 3000 brands
- Preparation and participation in local and international tenders
- Web Development Project Management
- Marketing and event management on vendor’s behalf

### Deputy Director — *Ucom*

Apr 2009 - Sep 2012

- Rebranding of the Company
- Developed the company Business Plan
- Stakeholder in Ucom billing software team
- Marketing, PR, pricing and product development, both private & corporate customers
- Coordinated Regulatory affairs with State authorities
- Coordinated and launched Tripleplay package (IPTV, Telephony and Internet)
- B2B product ownership (Mobile TV project for VivaCell MTS and Orange Armenia)
- Developed subscriber base from 0 to 50000

## SKILLS

Research & analysis.  
Project and Product Management.  
Business Plan writing.  
SEO, CRM, E-invoicing.

## AWARDS

1st place in students scientific conference, (June 2001), Union of Intellectuals. Report on “Peculiarities of credit risks management in RA banks”.

## LANGUAGES

Armenian: Native language  
Russian: Native speaker English: fluent; Business English

## INTERNATIONAL FAIRS

### **Senior Specialist on licensed business control — ArmenTel**

Jun 2006 - Mar 2009

- Regulatory affairs with Regulatory authorities (PSRC, Competition Commission, etc.) and State Bodies.
- Coordination of frequency utilization application process
- Development and negotiation of Reference Interconnection Offers, undertaking the duties of the Policy and regulatory affairs director in his absence,

Systems 2003 Munich, Germany, volunteer (selected on competitive basis), promoting Armenian IT Companies and IT Council, funded by the Enterprise Incubator Foundation (4 international contracts signed as a result of my efforts).

### **Leading Specialist at ITDSC Secretariate — Armenian Development Agency**

Jun 2002 - Jan 2005

- Coordinator for the Science and education Working Group
- Day to day activities of the working group and the Council, meeting minutes and collection of relevant information.
- Content development and updates for the ITDSC web page

## EDUCATION

### **Strathclyde University Business School, Glasgow, UK — Master of Communication Management**

Jan 2005 - Dec 2005

Chevening/Vodafone Scholar (see: <http://www.commsmanagement.org>). Major Telecommunications Management. Research paper: “OSS for the Armenian telecommunications sector, as a tool to support the advancement of the software industry”.

### **Yerevan State University, Yerevan, RA — Bachelor of Economics**

Sep.1997 - Dec 2001

Research paper: “Peculiarities of credit risks management in RA banks”.

## PROJECTS

### **Research—**“Uptake of OSS solutions in public sector of Armenia”

Study conducted for GIPI in Armenia <http://www.internetpolicy.net>.

## TRAININGS & CERTIFICATES

## **Check my linkedin profile**

<https://www.linkedin.com/in/taguitumanyan/>