

ARMEN HARUTYUNYAN

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Fintech entrepreneur, former public official with six years of executive experience in foreign relations, trade and investments; five years' extensive experience in project management, and economic analysis; complemented with teaching at the Executive MBA program. Strong negotiations and communications skills is mastered through regular interactions with officials, negotiators, investors, businessman and pundits from diverse cultures and backgrounds in more than thirty countries.

WORK EXPERIENCE

Founders and CEO | SIMFA Ltd. | August 2018 to present | Yerevan, Armenia

Development of the first analytical forecast application for short term trading at the decentralized currency and asset markets. The project is designing the first analytical tools based on set of methods and artificial intelligence engine which combines behavioral analysis of markets with more traditional tools.

Senior Economist: Team Leader | UNDP | August 2018 to present | Yerevan, Armenia

Design of social investment projects to support government in addressing low productivity in dairy sector. This is the first project to introduce social impact and development impact bonds in Armenia.

Chairman of the Board of Trustees | ANAU | August 2018 to present | Yerevan, Armenia

Oversee general operations of the University and cooperation with government and international organizations.

Vice Minister | Ministry of Agriculture of the Republic of Armenia | www.minagro.am Yerevan, Armenia | October 2013 – August 2018

Coordinating investment policy, international trade and arrangements with other countries
Developing and delivering a strategy and leading relationships with IDO, IFO
Trade Negotiator, Deep and Comprehensive Free Trade Agreement with EU (2013-2015)
Trade Negotiator, Eurasian Economic Union and arrangements with other countries
Coordinating digital and technological development in rural Armenia
Initiated and Coordinating Agricultural Insurance Projects
Initiated and Coordinating Organic Agriculture Development Initiative
Representing Ministry at high-level international events

Achievements:

Ensured implementation of EU budget support conditions ensuring 100% payment to state budget.
Guaranteed 147 % increase of funding to the agricultural sector by IDO's and bilateral donors.
Initiated and formed a monitoring and evaluation unit at the Ministry.
Formulated an introduced a Development Cooperation Framework.
Initiated and designed Agricultural Insurance Program in Armenia.
Initiated and designed Organic Agriculture Development Program in Armenia.
Initiated Green Agriculture Projects aiming at addressing SDG implementation in Armenia.

Advisor to the Minister | Ministry of Agriculture of the Republic of Armenia | www.minagro.am Yerevan, Armenia | October 2012 to October 2013

Foreign Relations and Marketing Manager | Armenian Promotion Centre | www.ahpc.am Yerevan, Armenia | November 2011 to August 2012

**Economist-Marketing Consultant | CARD Foundation | www.card.am
Yerevan, Armenia | August 2005 to August 2010**

Designed and implemented market research and economic analysis
Managed grant portfolio for small and medium enterprises
Managed joint program with Georgia on inclusive rural development
Managed organic agriculture development program
Managed new product development initiative

Achievements:

11 market research and economic studies were conducted and 7 new products were developed.
17 grant programs were implemented resulting in creation of 387 new jobs and 2 million additional profit.
USDA NOP accreditation was introduced in Armenia and 57 producers received certification.
17 workshops on new product development and business plan writing was implemented for 734 beneficiaries

**Coordinator of Akhalkalaki Regional Office | US Department of Agriculture and Georgian Institute of Public Affairs | www.grdp.ge
| Tbilisi, Akhalkalaki | January 2010 to August 2010**

**Business Plan Writing and Financial Advisor | USDA MAP |
Yerevan, Armenia | March 2004 to August 2004**

ACADEMIC EXPERIENCE

Lecturer | Behavioural Economics | Executive MBA Programme at YSMU | January 2018 – present

Lecturer | Food Economics | American University in Armenia | August 2016 – December 2017

Lecturer | Project Management | Agribusiness Teaching Centre | September 2016 – March 2018

EDUCATION

MSc in International Development | University of Bristol | Bristol, United Kingdom | 2010-2012

MPA | Armenian State Public Administration Academy | Armenia | 2006-2009

Certificate Program in Finance and Economics | ATC, Texas A&M University | Armenia | 2000-2002

PROFESSIONAL DEVELOPMENT

- Stanford University, Innovation and Leadership in an Era of Change and Uncertainty, 2018
- The Finnish Innovation Fund Sitra, Impact Investment, 2018
- Harvard Kennedy School of Government; Cutting Edge Development, Executive Education 2016
- UN Conference on Trade and Competitiveness, Commercial Diplomacy and Investments 2016
- Ministry of Foreign Affairs and Development of France; HLP Personalities of Future, 2015
- London School of Public Relations, Integrated Approach on Public Relations, Diploma, 2009
- Kotler Institute, Marketing 3.0, Executive Training, 2010
- University of California at Davis, OIV Marketing Course, 2008
- EU and Gov. of Denmark, High level study visit to Denmark, Institutional Reforms, 2013
- EU and Gov. of Netherlands, High level study visit to Netherlands, Institutional Reforms, 2013

LANGUAGE SKILLS

Native language: Armenian

Understanding					Speaking				Writing	
	Listening		Reading		Spoken interaction		Spoken production			
English	fluent	C 2	fluent	C 2	fluent	C 2	fluent	C 2	fluent	C 2
Russian	near native	C 2	near native	C 2	near native	C 2	near native	C 2	near native	C 2

AWARD AND RECOGNITION

The World Bank and Government of Japan Scholarship Program (JJWSP)

The Prime Minister's Soccer Championship, The Best Defense Player of the Year

Food & Agriculture Organization of the UN, Medal for Exceptional Partnership

Government of Armenia, Golden Medal for Exceptional Contribution to Agricultural Development

MILITARY SERVICE

From 2002-2004 served at the Army, as a senior sergeant and led tank commanders section.