

ASTGHIK SAHAKYAN

CONTACT INFORMATION

Email:
astghiks.sahakyan@gmail.com
Mob.: +374 55 33 62 84

EDUCATION

M.S. in Economics

Agribusiness Teaching Center
(A collaborative program between
Texas A&M University and Armenian
National Agrarian University)
2013-2015

B.S. in Economics Agribusiness

Teaching Center
2009-2013

IT SKILLS

Microsoft Office, STATA, SPSS, SQL
Basics

LANGUAGES

Armenian (native)
English (advanced)
Russian (advanced)

MEMBERSHIP IN PROFESSIONAL ASSOCIATIONS

"Young Professionals for Agricultural
Development (YPARD)"

Lecturer of "Organic Food Marketing" course

Organic Agriculture Master's Program
Armenian National Agrarian University (ANAU)
Jan. 2022-June 2022

- Developed course materials and curricula
- Prepared and delivered lectures, practical classes
- Supervised students' research project
- Graded course assignments

Data Analyst

"Armenia Wine Sector Strategy Development 2022-2026" project
Lopez Achem Consulting
Aug. 2021-Nov. 2021

- Conducted a research on wine industry global trends
- Collected data from primary and secondary sources
- Developed the databases, cleaned and reorganized the datasets
- Analyzed the data and reported the findings
- Prepared wine sector assessment reports for the top managers
- Collaborated with the team on strategy development

Business Development Specialist

Margasoft Corporation
Oct. 2020-Aug. 2021

- Performed industry trends analysis and identified relevant opportunities
- Conducted competitor analysis
- Developed business proposals
- Worked with the team on the product pricing strategy
- Prepared company's partnership program
- Analyzed client requirements
- Collaborated with the development team to define technical solutions to client requirements

Program Coordinator

ICARE Foundation
Jan. 2020 - Feb. 2021

"Greenhouse Crop Production" program under State Support Program for the
Investment of Small and Medium Greenhouses

- Developed short training program in collaboration with the Ministry of Economy of RA and industry experts
- Led the staff recruitment
- Coordinated the provision of trainings
- Provided interim reports
- Worked with the PR team on the promotion of the program

Senior Researcher

ICARE Foundation

Jan. 2020 - Sep. 2020

"Armenia Economic Growth" project

- Evaluated current state of Middle East (ME) market as an alternative market for Armenian agri-entrepreneurs
- Identified export potential for selected products in Middle East countries
- Developed step-by-step export guide for Armenian producers
- Prepared "Import Procedure and Documentation" report for selected ME countries

Project Coordinator

ICARE Foundation

March 2019-March 2020

"Establishment of a Modern Demonstration Greenhouse for Preparing High Skilled Agronomists" project

- Led the proposal writing process
- Managed the selection of suppliers
- Oversaw and directed a 300m² hydroponic greenhouse design and construction from concept design to completion
- Reviewed the work progress and ensured construction meets contractual requirements
- Developed internal and external progress reports
- Managed the greenhouse staff recruitment process

Project Coordinator

ICARE Foundation, ANAU

June 2018-March 2020

"Building Organic Agriculture in Armenia" project

- Monitored project budget, project work plan
- Organized and managed stakeholder committee meetings
- Led and monitored curriculum development process
- Managed and controlled procurement process
- Communicated project milestones with donors, stakeholders, and the core team
- Organized training, seminars, and events

Program Manager

ICARE Foundation

Sep. 2018-March 2021

"Greenhouse Crop Production and Management" 10-month program

- Managed recruitment of teaching team
- Coordinated the admission process
- Managed field visits and internship placement
- Worked with ICARE director and program experts on strategic planning for the expansion of the program
- Facilitated program evaluation process

Project Coordinator

ICARE Foundation

Nov. 2018-April 2019

“Agribusiness for Artsakh: Local economic development through multi-stakeholder partnership” project

- Facilitated participatory assessment of Kashatagh region
- Organized and implemented official meetings, focus group discussions and face-to-face interviews with local stakeholders
- Carried out value chain analysis for selected communities
- Identified various investment opportunities in different value chains in the community
- Developed a cluster-based, 3-5-year rural economic and community development plan

Project Assistant

ICARE Foundation

2016-2018

Projects involved: “Building Organic Agriculture in Armenia”, “Wild Harvest Value Chain Assessment”, “Professional Needs Assessment among Greenhouse Operators”, “Capacity Development Needs Assessment of Organic Agriculture Support Initiative (OASI) Stakeholders”, “Creative Sector Employment Opportunities”, “Pre-Study on value chains in Aragatsotn and Shirak Marzes”

- Developed questionnaires
- Provided interim reports to management
- Assisted in organization of meetings and events
- Facilitated data collection and data analysis processes
- Carried out secondary and primary data analysis
- Implemented semi-structured interviews and focus group discussions
- Worked on development of a training manual

Teaching Assistant of “Business Statistics” course

ICARE Foundation

Sep. 2016-Dec. 2016

- Held lab sessions and office hours
- Graded homeworks, group works and individual assignments

International Relations Development Manager

Comtech LLC

Aug. 2015-May 2016

- Identified new business opportunities in telecom industry
- Provided monthly interim reports to senior management
- Collaborated with sales team to enhance business partnership

Teaching Assistant of “International Economics” course

ICARE Foundation

Jan. 2014-May 2014

- Held lab sessions and office hours
- Graded homeworks, group works and individual assignments

TRAINING

- Udemy, 2020
“PMP Exam Preparation Course: 35 Contact Hours for PMI”
- Wageningen University and Research, 2019
"Facilitating MSPs to foster sustainable and inclusive food systems" course
- ICARE Foundation, 2019
“Project Management Professional (PMP) exam prep”
- APMG International, 2019
“Project Management for Development Professionals (PMD Pro)” 1st level certification
- Wageningen University and Research, 2018
"Resilient and Sustainable Food Systems for Food Secure Future" course
- Young Professionals for Agricultural Development (YPARD), Czech University of Life Sciences (CULS), Prague, 2018
“Strategic Fundraising Planning”
- UNDP, Stockholm Resilience Centre, 2017
“Understanding Resilience Thinking”
- Author AID, INASP, 2017
“Proposal Writing and Research Writing”
- GIZ, ICARE Foundation, 2016
“Introduction to Non-Market Economic Valuation Method”
- Caucasus Research Resource Center, 2015
“Summer School on Quantitative Research Methodology and Practice”

PUBLICATIONS

- [“Sustainable wild plant collection-A driver of rural change in the Armenian mountains”](#)
publication for FAO, Mountain farming systems – Seeds for the future. Sustainable agricultural practices for resilient mountain livelihoods. Authors: Romeo, R., Manuelli, S.R., Geringer, M. and Barchiesi, V. (eds)
- [“The importance of how you teach — modern teaching methods in post-Soviet pedagogy”](#) in collaboration with Milena Klimek for
APPEAR II, “New pathways towards participative knowledge production through transnational and transcultural academic cooperation”. Author: Andreas J. Obrecht (Ed)
- ["Middle East as an alternative market for Armenia"](#) in collaboration with Hasmik Hovhannesyan, Armen Asatryan, Lusine Tadevosyan, David Pipoyan and Hasmik Hayrapetyan
- ["Development of a comprehensive infrastructure and community development plan”](#) in collaboration with Lusine Tadevosyan and Ararat Sahakyan
- ["Capacity development strategy and plan for the organic agriculture sector in Armenia"](#) in collaboration with Markus Arbenz, Vardan Urutyan, Anna Yeritsyan, Konrad Hauptfleisch and Lusine Tadevosyan
- ["Wild Harvest Value Chain Assessment Report"](#) in collaboration with VardanUrutyan, Anna Yeritsyan and Lusine Tadevosyan (in Armenian)
- ["Pre-Study on value chains in Aragatsotn and Shirak Marzes”](#) for the
“Strengthening current and future employment and self-employment programs through sustainable value chain management systems under the Migration Resource Centres and Local Centres of the State Employment Agency” project in collaboration with Lusine Tadevosyan and Anna Yeritsyan
- ["Professional need assessment among greenhouse operators"](#) in collaboration with Vardan Urutyan and Anna Yeritsyan (in Armenian)