

Mamed F. Orujov

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Profile

Self-responsible, proactive, creative performer, with highly expressed organizational skills. Good team player. Perform to high standard in any field of professional activity. Able to work on own initiative. Lead by strong analytical ideation. Able to work under pressure. Dynamic public speaker/presenter with advanced technical knowledge. More than eight years of L&D management, and professional training experience (3000+ trainees). Strong presentation, coaching and marketing skills. First Microsoft Certified Office Specialist MASTER Instructor for Trans-Caucasian region. MCP.

Major Achievements

- Business reputation on market
- Leadership/Managerial experience
- Extended contacts network on regional market
- Project Management experience

Carrier History (last 5 years)

2008 – present Director

Coaching and Consultancy MMC

- Company launched in 2008. Business Increase in comparison to 2009-2010 period up to 2000%
- Overall business development. Development of the Company Strategic Development Plan. Professionals hiring and management.
- Account Management. Leading several key company enterprise accounts.
- Project management. Maintaining customer project development, cost analysis, estimations. Building tight collaborative project teams. Virtual Project Teams Management experience.
- Business Consulting. Developing and delivering customized to current customer business seminars/workshops and trainings. These include, but not limited to: competency assessment, performance assessment, training project roadmaps and training content development and proof.
- Coaching, mentoring. Getting trust advisory status through appropriate account management we increase our influence level in the company. Sharing best expertise, using case analysis and by having ability to explain and deliver this information we gaining coaching market.

2006 – 2008

SMS&P PAM (acting lead)

Microsoft Azerbaijan MMC

Reporting to: Country Manager

- Over achieved revenue quota for FY07 and FY08 (YoY growth about 40%) – both years AWARDED by Microsoft Corp.
- Maintaining Microsoft Partner's Ecosystem – 39 Partner Companies Azerbaijan wide and 34 Partner Companies Georgia Wide.
- Building Partner network 100% increase since September 2006 – in both countries Azerbaijan and Georgia
- Launching and supporting MS distribution channels (2 distributors/year)
- Build Capacity and Launched two Large Account Reseller status Partners in Azerbaijan – the premium partnership level with Microsoft
- Anti Piracy activities (seminars, workgroups in mutual cooperation with Ministry of Communication and Information Technologies, Ministry of Economical Development and State Agency for Copyright and Intellectual Property Rights)
- Build Capacity and launched Microsoft OEM channel in Azerbaijan– 2 Partner's DOEM program status fulfilled.
- MBS partner's account management (200% partner share growth in FY08)

2001 – 2006

General Manager / Business Partner

Applied Technologies Incorporated

Reporting to: ATI President Mr. Hassan M. Tayarrah

- Organized first and largest in Azerbaijan and entire Caucasus Microsoft Certified Technical Education Center
- Successfully Managed BP MAXIMO Transition Training Delivery Project, BP Passport Training Project, BP Collaboration Tools Training Project. Awarded – "INTELLEKT 2005" International Award for Project Management from IPMO.

- Successfully managing long-term training contracts with largest international organization in Azerbaijan: AIOC, BP, Exxon, SHELL, StatOil, Saipem, Karasu, UNHCR, EUPEC, SalyanOil, BinagadiOil, CDC, Santa Fe Drilling, and others.
- Business Skills course development and post development delivery.
- Developing Business and IT course contents according to customer needs.
- Continuously increase training service volumes up to 100% in 2005, up to 40% in 2004.
- Launched first Authorized PROMETRIC Test Center (APTC) in 2001 and first CERTIPORT Testing Center in 2003
- Developed Personnel Improvement Programs for customers, Conduct customer's Training Needs Assessment.
- Computer and business courseware developer. Train more than 500 attendees / year.
 - Effective Presentation
 - Video Conference Do's and Don'ts
 - MS Office Effective Document Integration
 - Concepts and Philosophy of electronic database development
- Maintained and successfully implemented ATI IT Assessment Center for recruitment and other evaluation services.

1998 – 2001

MIS Lead

Azerbaijan National Agency for Mine Action (ANAMA)

Reporting to: ANAMA Director, Nazim Ismayilov

- Information Technology section supervision.
- Administration of GIS (Geographic Information System) System (products used and administrated: ArcView, ArcPress, SQL Server, Windows Server)
- International Fund Rising. I have been representing ANAMA in UN Conference to Sponsor countries in Geneva, Switzerland. I had conducted 15 minute presentation in UN Europe Headquarter(over \$1.8 million acquired)
- ANAMA personnel improvement program developing and implementation
- Awareness events for local authorities and population conducted in Garabakh region
- Public Affairs
- I had developed local accounting system for ANAMA accountants.

Since 1994 year I was employed in various fields, including but not limited to: AIOC BP Exploration (as HR officer); Halliburton (as MIS Officer), OMOS ltd (owner), Intelligent Management Solutions Ltd (owner), Azerbaijan National Center for Patent Examination (as Junior Expert) - further information on earlier employment details is available upon request

Other activities

Developed Front Desk Solution and managed registration @ "Caspian Oil & Gas Exhibition" events in 1999, 2000, 2001. Intelligent Management Solutions Ltd – consulting company owner in 2006/2007.

Qualification

BSc in International Economy (83.7 GPA) at Khazar University, 1999.

Training

Business Writing Skills (USA), Group Problem Solving Skills (UK), Negotiations Skills (UK), Cross-culture communication skills (USA), Presentation Skills (UK), World Class Sales Skills (USA), Business Strategy Building Skills (Netherlands), Strategy Thinking Skills (Italy), Project Management (Germany)

*I have extended list of specific business verticals related trainings attended that will not be useful information in this soft skills training list. Further information is available upon request.

Publication

"CONTACT" Business Magazine;
 "ICT Magazine" industrial journal;
 "Consulting and Business" business digest;

Languages

Azerbaijani, English, Russian, Turkish (intermediate)

Interests

- Photography (www.fotosaz.com)
- Fishing / Hunting