

# ALEXANDER MTCHEDLISHVILI

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## Finance Executive

An accomplished and highly resourceful C-suite finance professional, with strong business acumen, excellent educational background, IE Business School MBA in Corporate Finance & Strategy, with more than 15 years of financial management experience in Banking, Telecom, Hospitality Management, Utility, Gambling & Online Gambling, Construction, Processing & Automotive industries. Proven track record of building and integrating teams, turnarounds projects, restructuring systems & procedures - passionate in growth, change and transformation. Expert at raising capital in private markets (venture and equity) and debt financing. Proactive and action-driven professional with exceptional leadership, and interpersonal skills looking for CFO roles in complex environment.

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## Expertise Profile

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|-------------------------------------|----------------------------|---------------------------|
| ▪ Financial & Operations Management | ▪ Investment Management    | ▪ Change & Transformation |
| ▪ Process Optimization              | ▪ Competitive Intelligence | ▪ Taxation Management     |
| ▪ Strategic Planning/Analysis       | ▪ Capital Raising          | ▪ Revenue Growth          |
| ▪ Liquidity Management              | ▪ Forecast & Budgeting     | ▪ Due Diligence           |
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## Professional Experience

### ***BTU – BUSINESS AND TECHNOLOGY UNIVERSITY***

**FEB 2019 – TO PRESENT**

BUSINESS/SECTOR – Education

#### ***PROFESSOR OF FINANCE***

- Teaching Financial Management & Corporate Finance courses to BBA students

### ***EUROCREDIT***

**MAR 2017 – FEB 2019**

BUSINESS/SECTOR – Subprime finance

#### ***ADVISER TO SUPERVISORY BOARD***

- Strategy, Finance and International Development

#### ***CEO***

As a CEO of the financial firm worked on strategy, in an order to meet shareholders demand on return on invested capital. Fully transformed company operationally and financially. Worked as acting CFO of the firm

#### **Key Accomplishments:**

- As a result, Forbes Georgia credit firm the place among the top three leaders of Georgian non-Banking financial sector

### ***INTERIM CFO***

**SEPT 2015 – MAR 2017**

BUSINESS/SECTOR – Hospitality, Health Care, Construction, E-commerce, Automotive

- Work on business structure, develop financial policy, financial management efficiency, management control systems, corporate finance

#### **Key Accomplishments:**

- Valuation, structuring and execution of a sell side deal, deal closed - boutique hotel sold for 5x EBITDA to private investor.
- Tailored work in process reconciliation system delivered to construction group.
- Managerial accounting system developed to mid-size multifunctional clinic.
- Business structure, payments and financial management system delivered to International E-commerce business which operates in multiple jurisdictions with multiple private shareholders.
- Financial and operational restructuring delivered to Toyota Centre Tbilisi regional official auto dealer of Toyota Motors Corporation

### ***ADJARA GROUP, TBILISI, GEORGIA***

**DEC 2011 – SEPT 2015**

BUSINESS/SECTOR – Investment management in E-commerce, Hospitality and Construction

#### ***CFO, DIRECTOR OF CORPORATE FINANCE***

- Directed all activities associated with managing group's accounting, tax, corporate finance activity with turnover over 90 million USD. Successfully originated, structured, syndicated and executed complex financial projects, through financial modelling, valuation, and technical execution, investments management.

- Effectively administered tax policy to ensure most favourable tax framework, reviewed accounting policy, conducted audit and controlled group member legal entities, financial planning & analyses.

**Key Accomplishments:**

- Methodically restructured & improved group's accounting, controlling and tax systems, resulted increase in tax efficiency by over 5 million USD. Fulfil the capital requirements of more than 100 million USD by mediating financial institution to insure sustainable growth of the group.

**SILKNET, TBILISI, GEORGIA**

AUG 2010 – SEPT 2011

Business/Sector - Telecommunications sector

**DIRECTOR, OPERATIONS RESTRUCTURING**

- Spearheaded a project team of 20 professionals to introduce management control systems and restructured business operations in just merged telecom company and streamlined the process of improvement.
- Skilfully managed the delivery of efficient operations and control which lead to 60 % of IPTV market share.

**Key Accomplishments:**

- Significantly improve stocks management efficiency by 56 % and service lead-time by 25 %.

**TBILISI WATER COMPANY, TBILISI, GEORGIA**

FEB 2005 – JUL 2008

BUSINESS/SECTOR – Utilities sector

**DEPUTY CEO, SALES AND REGISTRATION DIRECTOR**

- Competently enhanced company revenue through optimizing old and establishing new, more efficient business process, developed billing procedures and systems, revamp financial accounting procedures and synchronized with new corporate billing system.
- Planned and established reporting procedures and system through ERP development, based on OLAP technology as well as forecasted and budgeted future Sales, Reporting, Business Development, HR Management and Training.

**Key Accomplishments:**

- Increase the market value of organization by \$430 Million within three years (2005 to 2008).

**EBRD, TBILISI, GEORGIA**

MAY 2004 – FEB 2005

BUSINESS/SECTOR – Financial institution

**CREDIT ADVISER**

- Collaborated with EBRD partner local banks. Contributed in all affairs of business including recruitment & selection, training & development and supervision of loan officers, and training of unit managers.
- Restructured existing loan portfolio (NPL rate over 30 days over 10%) and established proper lending procedures. Increased the productivity of front and back office partner banks also improved the credit and investment departments of partner banks, quantity and quality of credits disbursed and investments made.
- Leveraged professional expertise to develop new performance based incentive system for loan officers and unit managers. Formulated comprehensive reporting system based on EBRD requirements, through integrating several stand-alone financial accounting data with operational and performance systems.

**Key Accomplishments:**

- Mobilized teams optimized process resulted in Portfolio growth of 498% in volume and 247% in numbers.

**Occupied various positions in banking sector**

JULY 1999 – MAY 2004

**Branch Manager, Director Branch Regional Network, Head of Branch Network Management department**

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**Education & Training****Master of Business Administration**, Corporate Finance & Strategy, IE Business School Madrid, Spain, 2010**Bachelor of Business Administration**, Tbilisi State University Tbilisi, Georgia, 1997

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**Technical Skills**

ORACLE Business Intelligence | SAP Crystal Reports | MS Power BI

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**Languages****Georgian** Native**Russian** Fluent**English** Fluent**French** Intermediate