

Ramin Guliyev

13 October 1988
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Executive Summary

Experienced business analyst with a track record of providing financial models to senior management and the board of directors that drive better performance. Key strengths include: preparation of financial forecasts considering alternatives; calculation of KPI's; strong presentation skills with extensive experience of delivering academic education and lectures that deliver results.

Expertise

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|---------------------------------------|-------------------------------------|
| • Financial statements analysis, IFRS | • Strategic forecasts and planning |
| • Variance analysis | • Zero based budgeting |
| • Contracts | • Working capital management |
| • Project valuation and management | • Client relations and negotiations |
| • Personnel management | • Delivering Lectures |
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Professional Experience:

SOCAR – Foster Wheeler Engineering LLC (SFW) • Baku, Azerbaijan • 2012 – present

Local engineering company, joint venture of SOCAR and AMEC Foster Wheeler Italiana.

Financial Analyst / Cost Control Engineer

Coordinates company planning, forecasting and budgeting activities and together with accounting team ensure all operations are managed effectively.

- Calculated and analysed project and company KPI's;
- Created several cost saving scenarios in a team with General Manager for strategic decisions by Directors during short term shortage of new projects;
- Effectively forecasted and managed working capital to overcome short term cash deficiency;
- Supervised multi – million dollar engineering contracts for a prospective Gas Processing Plant and modernization of existing oil refinery (Baku);
- Developed Cost + Fee Scheme with CFO of Foster Wheeler Bimas to offer more competitive selling rates;
- Directed negotiations to recover part of contract price for terminated projects with a total amount about 100.000 USD.

ADA University, Khazar University & Azerbaijan University • Baku, Azerbaijan • 2012 – present

Local institutions providing wide range of degree programs.

Adjunct Lecturer

- Teaches and guides students through an academic year.
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Professional Qualification:

Chartered Institute of Management Accountants (CIMA)

**Certified Business Accountant • Diploma in Management Accounting • Advanced
Diploma in Management Accounting (*In process of completion*)**

Education:

Master of Science Accounting and Audit

Azerbaijan State Economic University • Baku, Azerbaijan • 2013

Master of Science Accounting and Finance (with Distinction)

Full scholarship was granted by SOCAR

University of Southampton • Southampton, England • 2011

Bachelor of Science Accounting and Audit

Azerbaijan State Economic University • Baku, Azerbaijan • 2009

Other Skills:

Languages spoken: **Azerbaijani** – Native; **English, Russian and Turkish** – Bilingual proficiency; **German** – Beginner

Advanced: Microsoft Office, JDE – Oracle, In – house time management system software
