

Summary

Being highly responsible, open-minded, result-oriented and reliable person with exceptional attention to details, I am qualified in financial analysis, financial modelling, valuation, project finance and international trade finance. Pragmatism, strategic and analytical thinking, a sense of humor and positive approach are part of my nature. I am constantly seeking the ways for improvement and always open to new challenges and opportunities.

Contacts and general information

Name, surname and patronymic	Tural Novruzov Zohrab
Address	Apt. 31, Lermontov St., 3, Baku, AZ1006
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E-mail	tural.novruzov@alumni.manchester.ac.uk
Citizenship	Azerbaijani
Date of birth	May 30, 1985
Sex	Male
Marital status	Single

Professional background

Organization	PASHA Bank , 15, Y. Mammadaliyev St. AZ1005, Baku, Azerbaijan; www.pashabank.az/lang.en/
Position/Period	Consultant/ January 2012-up to date
Field of activity	Documentary Operations/Structured Trade Finance
Brief description	Portfolio management, deal negotiation, structuring, SWIFT messaging
Achieved	Established trade finance reporting, improved business processes on documentary operations –increased portfolio by 63%, proposed and implemented tariffs, designed application for customer requests and amendments / developed Management Information System
Position/Period	Senior analyst/ February 2009-December 2011
Field of activity	Corporate Finance, Investment and Advisory
Brief description	Due diligence, risk mitigation, financial valuation, financial statement analysis
Achieved	Developed financial model for project evaluation, which reduced project evaluation time by 87% from 14 to 2 days
Position/Period	Marketing specialist/ October 2007- February 2009
Field of activity	Research/Marketing
Brief description	Economy and segment analysis, banking industry analysis
Achieved	Established monthly country (Azerbaijan) reports; created analytical database for the range of competitors' products

Education

Period	2013-2014
Institute	Manchester Business School; www.mbs.ac.uk
Field of study	Finance and Business Economics
Degree received	Master of Science
Period	2002-2006 / 2006-2008
Institute	Azerbaijan State Oil Academy; www.asoa.edu.az/en/aze.jsp
Field of study	Economics / International Economic Relations and Management
Degree received	Bachelor / Master of Science

Trainings & Courses / Qualifications

CFA Institute www.cfainstitute.org	CFA Program, Candidate Level I (June intake, 2016)
European Bank for Reconstruction and Development www.ebrd.com	The EBRD advanced trade finance workshop Guarantees subject to URDG758 & Incoterms (May/2012)
PricewaterhouseCoopers www.pwc.com	ECA (Export-Credit Agency) covered trade and project financing (May/2011)
Euromoney Financial Training www.euromoneytraining.com	<ul style="list-style-type: none"> London School of Trade Finance, London, UK (June/2012) Modeling for Project Finance, developing sophisticated and robust project finance models, London, UK (April/2011)
American Bankers Association/ American Institute of Banking www.aba.com	<ul style="list-style-type: none"> AIB General Accounting (August/2010) AIB Analyzing Financial Statements (January/2011)
Azerbaijan Bank Training Centre www.abtc.az/en/	<ul style="list-style-type: none"> Promotion Strategy, Advertisement & PR (May/2008) Fast Money Transfer & Payment Systems (June/2008) Travel Cheques, Risks of Cheque Operations (June/2008) Credit Management (June/2008) Financial Accounting and Reporting (November/2008) Product Development (June/2009) Building up and analysis of business plans (June/2011)

Languages and Technical skills

Languages

Azerbaijani
Others

Native
Russian(Fluent), English(Fluent), Turkish(Advanced), German(Elementary)

Programs

MS Office Package
Eviews, Stata, VBA
Thomson Reuters and Wharton
Research Data Services

Advanced
Advanced, Basic, Basic
Good User

Additional information

- Visiting Lecturer at Qafqaz University <http://www.qu.edu.az/> (October 2014-January 2015)
- Winner of scholarship under the 'State Program on Education of Azerbaijani Youth Abroad for 2007-2015'
- Participant and winner of the number of chess competitions