

"Motivated and Innovative Financial Strategist | Expert in Tech-Driven Solutions and Leadership"



"Constant improvement is the only way of success!"

B O R I S
S O L O M O N I A

PROFESSIONAL SUMMARY

Proactive financial strategist with 15+ years of experience driving growth for fast-paced organizations through strategic planning, cost optimization, and innovative FinTech solutions. Developed a debtors analysis app to predict cash flows, a crypto financing platform for asset-backed lending, and a full ERP system for financial analysis, enhancing efficiency by up to 40%. Skilled in building forecasting models, managing budgets, and providing actionable insights to startup founders and CFOs. Fluent in English (C1) and adept at creating structured financial frameworks in dynamic, high-growth environments.

CORE COMPETENCIES

- Strategic Financial Planning & Unit Economics
- Budgeting & Forecasting Systems Development
- Cost Optimization & Cash Flow Management
- FinTech Solutions (Java, Spring Boot, SQL)
- Project & Team Management in High-Growth Settings
- Data Analysis with Multiple Sources (Power BI, SQL)

PROFESSIONAL EXPERIENCE

Chief Financial Officer CFO

8 Tones Distribution | Tbilisi, Georgia | 02/2023 – Present

- Developed and implemented a comprehensive financial strategy aligned with the organization's goals and the country's economic environment.
- Reduced fixed costs by 5% through optimized cost-tracing methodologies and operational restructuring.
- Enhanced forecasting accuracy using statistical sales analysis and economic trend modeling, minimizing product shortages and reducing expenses.
- Managed investment portfolios, prioritizing CCC minimization and strategic capital allocation.
- Ensured full compliance with IFRS standards, providing transparent and reliable financial reporting.

CFO / Analyst of Monetary Policy

Girchi Parliament of Georgia | Tbilisi, Georgia | 06/2021 – Present

- Conducted in-depth analysis of monetary policies and their impact on market liquidity and investment flows.
- Created economic models to forecast financial trends, assess risks, and evaluate fiscal policies.
- Provided strategic recommendations to enhance the organization's financial stability and growth.
- Delivered data-driven insights to support high-stakes decision-making processes.

Java Junior Developer (Financial Projects)

EPAM Systems | Georgia | 01/2022 – 12/2022

- Developed financial tools using Core Java, Spring Boot, Docker, and Kubernetes, enhancing system efficiency and scalability.
 - Contributed to all phases of the software development lifecycle, from design to deployment, meeting strict deadlines.
 - Designed and implemented reliable, efficient code for financial applications, ensuring alignment with user and business requirements.
 - Strengthened collaboration with cross-functional teams, bridging technical solutions with financial goals.
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Senior Associate

JSC Savvy | Tbilisi, Georgia | 11/2019 – 06/2021

- Led financial modeling and valuation projects to support key business decisions and growth initiatives.
 - Analyzed financial risks and developed mitigation strategies, ensuring long-term operational stability.
 - Managed a team of associates, fostering a collaborative and results-oriented environment.
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Senior Budgeting & Reporting Manager

Agency of Agricultural Projects Management | Tbilisi, Georgia | 01/2019 – 11/2019

- Directed the preparation and execution of multi-million-dollar budgets, ensuring resource allocation aligned with organizational goals.
 - Improved financial reporting accuracy by implementing robust internal controls.
 - Maintained and optimized a comprehensive debtor database to enhance financial oversight.
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Financial Manager / Operations Manager

Agency of Agricultural Projects Management | Tbilisi, Georgia | 01/2016 – 01/2019

- Designed and implemented streamlined financial processes, improving resource allocation and operational efficiency.
 - Successfully managed complex project budgets, ensuring compliance with financial regulations and timelines.
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Lecturer of Managerial Accounting

Ilia State University | Tbilisi, Georgia | 01/2021 – Present

- Delivered high-impact lectures on managerial accounting based on ACCA F2 standards.
 - Developed comprehensive course materials, including syllabi and test banks, tailored to student needs.
 - Mentored students to ensure mastery of financial principles and real-world application.
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FINANCIAL TECHNOLOGY EXPERTISE

- Developed a debtors analysis app to forecast payment frequency and cash flows using Java/**Spring Boot**.
 - Built a crypto financing platform to manage loans against cryptocurrency shares, addressing complex transaction scenarios.
 - Created a full **ERP** system for financial analysis, integrating AI tools for automated insights.
 - Proficient in **Java, SQL/PostgreSQL, Docker, and Power BI** for building scalable financial systems..
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OTHER PROFESSIONAL EXPERIENCES

- Senior Database Specialist: Managed large-scale agricultural databases and optimized data processes for national projects.
- Credit Officer: Delivered financial services and customer support in a banking environment.
- Head of Sales Department: Directed sales operations, developed budgets, and led negotiations with corporate clients.

EDUCATION

- **MBA** – Business Administration & Operations ManagementFree University, Tbilisi, Georgia | 2018 - Recognized for Best Academic Achievement
- **BBA** – Financial Accounting and AuditCaucasus University, Tbilisi, Georgia | 2010

CERTIFICATIONS

- BTA Certified Blockchain Business Foundations – Blockchain Training Alliance
- ACCA Certification – Levels 1, 2, and 3

KEY ACHIEVEMENTS

- Reduced fixed costs by 5% and increased cost efficiency by 4% annually through financial restructuring.
- Boosted staff productivity by 30%, fostering a culture of efficiency and accountability.
- Created and implemented accounting policies for 5 organizations, standardizing financial operations.
- Managed a large-scale project involving 110 team members, delivering on time and under budget.

TECHNICAL SKILLS

- Financial Tools: Advanced Excel, Power BI, Fina, 1S/Oris Accounting
- Data Analysis: Financial Modeling, Valuation, Risk Assessment
- Programming: SQL/PostgreSQL, Java (Spring Boot)

LANGUAGES

Georgian: Native

English: Fluent

Russian: Fluent

French: b1

CONTACT

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