

## **Azis SHARSHEEV**

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**Professional Goal:** Is to serve Private and Public Equity Funds, DFIs, International Financial Institutions, National Government Funds and local communities in entrepreneurship-led development in SMEs development (Small and Medium sized Enterprises).

**Present Duty:** The Official Representative of Kyrgyz Chamber of Commerce and Industry (CCI) in USA (Washington, D.C.), China (Zhejiang province) and Hong Kong. [www.cci.kg](http://www.cci.kg)  
Seating at Chief Executive Board at Federation of Asia Pacific Retailers Associations in Malaysia (FAPRA). [www.fapra.com](http://www.fapra.com)

## **EDUCATION**

**Academy of Public Administration under the President of Kyrgyz Republic**  
*MBA, Masters of Business Administration. Online course.*

*Bishkek, Kyrgyz Republic.*  
Aug., 2018 – In the process.

- Major: Economics and Finance.

**University of the District of Columbia**

*Bachelor of Arts in Economics; Board of Trustees.*

*Washington, DC. USA.*

Jan., 2006 – May, 2010.

- Dean's List for all semesters; Major GPA – 3.7; Cumulative GPA - 3.56.
- Top International Economics Student for 2008-2010; *UDC-Sigma National Honor Society.*
- Member of the Cambridge Institute for Applied Research Inc. Central Asian Investment Consultant.
- TRI-Lingual in Russian, Kyrgyz and English with a beginning knowledge of Chinese and some Turkish.

## **PROFESSIONAL EXPERIENCE**

**CCI. – Kyrgyzstan Chamber of Commerce and Industry.** [www.cci.kg](http://www.cci.kg)  
*Official Representative in USA and China.*

*Bishkek, Kyrgyz Republic.*  
March 17th, 2017 – Present.

**FAPRA. – Federation of Asia Pacific Retailers Association.** [www.fapra.com](http://www.fapra.com)  
*Chief Executive Board.*

*Chongqing, China.*  
June, 2018 – Present.

- Prepared exhibitions and meetings for B2B, B2C and inter-governmental communications and networking in China, Kyrgyz Republic and Indonesia.
- Leading and closely cooperating with ROSNANO, NOVAVIND, Fortum and Russian Association of Wind powers Industry (RAWI). Attracted Chinese CRRC Energy Corporation (member of FAPRA) to build wind powers parks in the territory of Russian Federation for 120MW and 70MW on the basis of EPC+F model contract. Budgeted invested capital \$300 millions.
- Built strong commercial and business relationship with Chamber of Commerce China in Sichuan province. As a result, CCI have been able to invite Chinese entrepreneurs for exhibitions, seminars and conference hold by Kyrgyzstan side. 500 entrepreneurs, businessmen have been invited for B2B and B2C meetings. Same results have been done in China for Kyrgyzstani businessmen. Signed MOUs and contracts for up to several millions USD.
- Built strong commercial and business relationship with FAPRA (Federal Asia Pacific Retailers Association), where Mr. Sharsheev brought important connections for further signing MOU between CCI and FAPRA. As a result, 800 entrepreneurs, businessmen and companies came to Kyrgyz Republic for B2B meetings. Provided exhibitions, seminars, conferences and summits. Signed several mining, construction and export and import contracts and agreements.
- Assisted and consulted for several Chinese and Kyrgyzstani companies in doing business in China and Kyrgyz Republic. As a result, Chinese businessmen have been able to build links and connections with Government Investment Departments and acquire investment opportunities in different types of sectors in Kyrgyz Republic.
- Consulted on energy, mining, export/import, and pharmaceuticals sectors. As a right vision, consulted on preparation business plans, marketing research, financial modeling and real-life expectancy on concrete business deals.
- Attracted SINTECH Electrical Car Corporation (member of FAPRA) to build car assembly in Kaliningrad and Moscow area. Budgeted invested capital \$150 millions. Business plan and Feasibility study have been completed. Under the process of meeting with top government officials to finalize Private Public Partnership Agreement (PPP) with Russian Authorities. Due to COVID-19, the meeting is under delay.

**SEAF – Small Enterprise Assistance Fund.** Venture Capital/Equity Fund.  
*Investment Officer.*

*Washington, D.C. USA.*  
July, 2015 – Mar., 2017.

*Fund Manager – Awarded Certificate for successfully completion program.*

- Analyzed and prepared Investment Memorandum<sup>SEP</sup>(IM), Private Placement Memorandum (PPM).

- Investment Origination fulfillment and Investment appraisals in liaison with Investment Department, while maintaining client profitability and risk management.
- Deal Origination. KYC checks, Screening process, Due Diligence process, Selection process, Monitoring, International Consulting and Execution (Exits) process (Put option sales; Third Party Sales, Stock market).
- Participated in launching new Investment Funds in Chengdu, China, Algeria, MENA and Colombia, South America. As a result, closed China II Growth Fund for \$25 millions USD.
- Analyzed financial and accounting information; balance sheet, cash inflow and outflow statements.
- Developed financial models to assess viability of investments and project possible growth potentials; hence, prepared presentations and presented for SEAF Global Investment Committee (GIC) in Washington, DC, USA.
- Advised and recommended changes to equity and debt investment policies and procedures.
- Liaised with other staff members with marketing officers, investment officers, monitoring and evaluation officers.
- Provided contact information and connections for the portfolio companies to support marketing sales and export/import advantages.
- Monitored equity and debt investment facilities in the portfolio companies against set parameters/conditions.
- Created value to portfolio companies through the identification of cross-selling opportunities.
- Identified and evaluated potential companies' financial and service needs from other Investment Banks.
- Identified opportunities for new initiatives, made written proposals to the SEAF President, Founders and Chief Investment Officers.
- Participated as needed in SEAF's monthly portfolio management committee calls within a GIC meetings
- Participated and managed regional trips to the portfolio site visit.
- Participated and work to organize seminars, meetings and round table discussion forums, sponsored by Institutional Investors; IFC, World Bank, EBRD, OPIC, DFIs; NorFund, DGE, FMO and others.
- Worked closely with SEAF's CEO-Co-Founder, Bert van der Vaart on Caribbean Oil Refinery project; "Niquan Energy Ltd." Company has been running under the T&T (Trinidad and Tobago) Government. After screening process successfully completed Investment Memorandum, due diligence process and made the first drawdown/investment contribution \$100 millions USD.
- Raised fund for SEAF China II Growth Fund in Chengdu province in amount of \$100 millions from New York Life Insurance Corporation, Norfund, Swedfund, Hong Kong Family Offices, IFC, and finally, local Chengdu Administration, China.

**Presidential Administration of Kyrgyz Republic.** Government Consultant.  
*Department of External Affairs: Foreign Investment Consultant. Senior Specialist.*

*Bishkek, Kyrgyz Republic.*  
 June, 2013 – June, 2015.

- Delivered analysis and consulted about international business development, foreign investment opportunities, and private equity funds. Researched international business and investment opportunities, competitors and business practice in USA, Japan and Singapore: developed proposals and made recommendations to Kyrgyz Government Officials. Delivered strong advices: 1) Kyrgyzstan President, Almazbek Atambaev decided not to sell 49% equity of the Government owned "KYRGYZ AIR CARGO" company to China. Lead to keep strategic Government buildings. 2) Advised to launch Kyrgyzstan/China worth up to \$5 millions "Logistic Center" in Kyrgyzstan, that can store fruits and vegetables. Totally employed 100 people. 3) Successfully closed a contract between Austrian company "Comtinu" Ltd. and Kyrgyz Ministry of Energy on building Small and Medium Sized Hydroelectric Stations in Naryn region for \$35 millions under the "BOT" program – Building, Operation, and Transformation. Total employment is 80 people. Consulted Government to pursue a clean energy resources within the country.

**"Agape Earth" Ltd.,** Research and Development Consulting Company  
*Executive Investment Consultant.*

*Bishkek, Kyrgyz Republic.*  
 Nov., 2011 – May., 2013.

- Prepared and analyzed Kyrgyz Governmental strategic projects for Shanghai Cooperation Organization (SCO), Commonwealth Independence Countries (CIS), Silk Road Fund (SRF), China Infrastructure and Development Bank under the "One Belt One Road Policy", European Union (EU), and Private Equity Funds in hydro plants, coal mining, road construction, women-led development, and clean energy.
- Managed a team of analysts, working on financial statements, technical & risk analysis; cash flow projections.
- In depth geological studies; prepared business plans, financial models, capital exp., cost centers and pre-investment memorandum.
- Solved licensing matters between Ministry of Energy of Kyrgyz Republic, Governmental Geological Agency, and Foreign Investors. Oversaw successful meetings with president of Kyrgyz Republic; Almazbek Atambaev and Foreign Investors. Established key communication role between Government Office and Foreign Investors.

**"Okinawa" Ltd. – Cattle Farm.**

*Sokuluk Region, Kyrgyz Republic.*

*CEO/Co-Founder.*

June, 2010 – Nov., 2011.

- Attracted Angel Investors from New York, USA and Okinawa, Japan. Completed STRONG presentations. TRUST is achieved. TRANSPARENCY is fulfilled.
- Employed 10 people. Acquired 100 (248 acres) hectares of land. Bought all kinds of AGRO equipment for: cultivation, sowing, and planting for irrigated and non-irrigated land.
- For the sake of social responsibility, company rebuilt old Soviet sport club (7000 sq. feet) in the village for children and adults to do wrestling, soccer and volleyball activities. Under this program, **“Okinawa’ Ltd** created **“Okinawa Soccer Team”**, to represent Sokuluk district in 6 regions. Invested \$80K. Employed 2 people.
- Established Kyrgyz Honey Production within **“Okinawa” Ltd** branch **“Okinawa Mountain Honey” Ltd**. Yearly production is: 50 tons per season. Exporting to China. Employed 5 people. Company won gold Ukrainian award in Kiev, 2013 and South Korean Gold award in 2015 in Seoul for the best quality white “At Bashy” honey.
- Company is stable, self-sustainable and under the management of executive director and board of trustees.

**University of the District of Columbia**, Assistant for Professor of Finance.  
*Department School of Business and Public Adm., Part-Time Job.*

*Washington, D.C. USA.*  
Oct., 08 – May, 2010.

- Assisted in teaching high school students on microeconomics and macroeconomics classes.

**Northern Virginia Community College**, Headquarters.  
*Consultant, Student Admission Office.*

*Washington, D.C. USA.*  
Jan., 07 - Oct., 08.

- Consulted international and local students on choosing classes, transfer, major changes, taking TOEFL, IELTS, SAT tests.

**Kyrgyz Embassy in USA**, Counselor Department  
*Intern Student.*

*Washington, D.C. USA.*  
Jan., 2008 – Jan., 08.

- Worked on preparing documentation for adoption Kyrgyz children, making visas, storing ID database.
- Developed Kyrgyz Embassy communication strategy with Counseling Department and Kyrgyz Ministries.

### **SKILLS**

- Computer skills: Advanced MS Excel (Crystal Ball), Power Point Presentation, (MS) word.
- Excellent knowledge of Microsoft Outlook 365, Net Docs, e-Front databases used by Venture Capitals and Equity Funds.
- Languages: 1. English – Fluent. 2. Russian – Native. 3. Kyrgyz – Native.