

Khalid Aghayev

MBA

PRESENT ADDRESS

General Tyulenev str 9/9
117465,
Moscow, Russia
Mobile: +7 (903) 624 92 44
khalid.aghayev@gmail.com

E D U C A T I O N

2008 - 2010

Rotterdam School of Management, Erasmus University, The Netherlands

Master of Business Administration in General Management/Finance

1996 - 2003

Turkish University "Qafqaz", Baku, Azerbaijan

Bachelor's in bank management

P R O F E S S I O N A L E X P E R I E N C E

LANGUAGES

Azeri: Mother tongue
Russian: Mother tongue
English: Fluent
Turkish: Advanced
Dutch: Basic

2017 – 2018

BAKER TILLY, Baku, Azerbaijan

Accountancy and Business Advisory

FAS Senior Consultant

Participated in due diligence of a mining company, cross-checked contractual operational and financial obligations, application of ARO methodology;

Performed valuation of several banks that are under the bankruptcy proceedings, including valuation of their cash and marketable securities, loan portfolios, real estate holdings, etc;

Performed valuation of one of the largest holding groups in Azerbaijan that has over 130 companies in its structure using Income, Sales Comparison and Cost Approaches; performed impairment test;

Performed financial analysis and valuation of companies operating in heavy manufacturing, light manufacturing, FMCG, agricultural, hospitality and construction sectors;

Performed stock count of a large corn processing factory;

Performed valuation of tangible and intangible assets;

Managed and coached team of eight junior consultants;

Carried out feasibility study for an agricultural company;

Performed financial modelling;

Wrote several reports;

Brought in new businesses to the firm;

DATE OF BIRTH

20 May 1979

NATIONALITY

Azerbaijani

WORK PERMIT

Azerbaijan
Russia (Moscow)

2015 - 2017

AS GROUP INVESTMENT, Baku, Azerbaijan

A holding company with core activity in Construction and Real Estate Development

Head of Investment and Business Development Department

Coverage of the CIS, CEE and Middle East markets;

Established relationship with several Chambers of Commerce, participated in exhibitions and represented the Group in Moscow and Dubai, established business relationships with new businesses;

Performed strategic analysis of new businesses and opened several entirely new regions;

Performed financial analysis and valuation of hotel, restaurant and concrete factory (DCF, Comparables, Cost Approach);

Performed sensitivity analysis of a cross-border investment project;

Identified opportunities for distribution channels and campaigns;

Rebranded solutions with new marketing strategy and materials, highlighting competitive advantages and value propositions;

Coordinated, analyzed and performed valuation of investments in agricultural projects in the CIS markets (DCF);

Prepared recommendations in the areas of financial performance and capital structure;

Performed discrete due diligence tasks such as company, industry and economic analysis;

Evaluated financial risk, prepared financial forecasts, sensitivity analysis, wrote reports and recommendation;

Prepared feasibility study and analytical reports;

Performed financial modeling and built models;

2014 - 2015

AZAE, Baku, Azerbaijan

Architecture & Engineering Company

Financial Analyst

- Researched and prepared variance analysis and explanations;
- Determined financial status by comparing and analyzing plans and forecasts with actual results;
- Performed valuation of a property using Cost Approach
- Planned short and long-term cash flows and analyzed their impact on company's financial performance;
- Provided information to management by assembling and summarizing data, prepared cost reports, made presentations;
- Analyzed projects, issued recommendations and built financial models;
- Coordinated, planned and supported the financial planning process (budget, forecasts, etc.);
- Monitored borrowing and WC requirements of the project;
- Performed capital budgeting of a number of projects;
- Performed financial modeling and built models;

2013 - 2014

BAGHLAN GROUP FZCO, Baku, Azerbaijan

A holding company with core activity in Oil and Gas, Construction and Transportation sectors

Business Analyst/Relationship Manager

- Established Group's FI department;
- Managed Group's business relations with financial institutions, investors and creditors;
- Organized meetings with high-level officials from top global financial institutions;
- Prepared presentations for rating agencies;
- Participated in Group's bond issuance, coordinated and communicated with external and internal lawyers, clients;
- Performed compliance and other relevant duties prior to structuring deals;
- Structured loans and raised funds at international capital markets;
- Performed top-down analysis of several companies and issued recommendations;
- Conducted due diligence and assessed company credit, industry and country risks prior to M&A deals;
- Participated in drafting and reviewing credit documentation in collaboration with legal counsel;
- Prepared confidential investment memoranda and investor presentation;
- Participated in meetings and negotiations with investors and third parties;
- Performed financial modeling and built models;

2011 - 2013

CORPORATE REAL ESTATE SOLUTIONS (Partner of the Cushman&Wakefield), Baku, Azerbaijan

Real Estate Advisory

Valuer

- Performed valuation (DCF, Sales Comparison, Cost Approach) and market analysis of a gated-community worth USD 15 mln;
- Performed valuations of largest bank holdings in Azerbaijan (DCF, Sales Comparison, Direct Capitalization) worth USD 350 mln;
- Performed valuations (DCF, Sales Comparison, Cost Approach) of business centers worth USD 100 mln;
- Carried out feasibility study of a resort project worth USD 140 mln;
- Prepared analytical report of Azerbaijan Real Estate market;
- Represented CRES during meetings with customers and investors;
- Performed financial modeling and built models;

- 2009 **FITCH RATINGS, Istanbul, Turkey**
 Ratings Agency
Summer Analyst
 Assisted corporate and bank team analysts with industry analysis;
 Participated in analytical report preparation and rating committee meetings;
 Assisted in credit analysis of a Romanian bank;
- 2009 **SOCIETE GENERALE, Baku, Azerbaijan**
 Corporate and Investment Banking
Summer Associate
 Successfully structured negotiations with corporate customers;
 Made research for a power plant project with a total value of EUR 700 mln;
- 2004 - 2007 **EXPRESSBANK , Baku, Azerbaijan**
 Commercial bank
Deputy Manager of the Treasury Department
 Successfully managed a team of 30 people;
 Prepared daily cash positions to determine investment and borrowing activity;
 Successfully controlled assets/liabilities of about USD 1 mln;
 Analyzed bank's revenues, expenditures, monthly and quarterly financial statements;
 Performed Financial Advisory functions to the bank's major customers, by offering them bank products and providing other advises consistent with their investment policies;
 Presented new e-trade system to the bank's board and managed a team of lawyers and treasury experts during its purchase and installation;
 Treasury relationship management with large corporate clients, institutions and correspondents;
 Performed treasury functions such as cash management, interest rate monitoring and forecasting;
 Managed USD 500k of the bank's liquid assets;

ADDITIONAL COURSES AND CERTIFICATIONS

- 2018 CFA Level II Candidate
 2015 ACCA (F1, F2, F3)