

RESAN KIKAVA
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PROFILE

- 25 years of professional experience, 11 years on a C level, 6 years of international experience
- 7 years of academic experience, delivering lectures in leadership, organizational behavior, strategic management and negotiations, in major public and private universities in Georgia
- Industry specific knowledge developing B2B platforms for 10 major industries in Georgia
- Business and government relationship management experience, organized 50 international fairs

EDUCATION

2018 **STANFORD UNIVERSITY, US**
LAD – Leadership Academy for Development

2009 – 2010 **IMPERIAL COLLEGE BUSINESS SCHOOL, UK**
MBA, Diploma of Imperial College

2004 – 2007 **EUROPEAN SCHOOL OF MANAGEMENT (ESM-Tbilisi), Georgia**
MBA

2001 – 2002 **MANCHESTER METROPOLITAN UNIVERSITY, UK**
Economics

1999 – 2003 **GEORGIAN TECHNICAL UNIVERSITY, Georgia**
BA in Public Administration

WORK EXPERIENCE

2016 – present **EXHIBITION CENTER - EXPO GEORGIA** **Tbilisi, Georgia**
Chief Executive Officer

- Working on the conceptual development and organization of international industrial fairs. Leading discussions and negotiations with all stakeholders of the relevant industries, private and public institutions
- Manage 100+ employees of the main convention centres in Georgia, developing industrial and infrastructural projects

2024 **GRENOBLE ECOLE DE MANAGEMENT** **Tbilisi, Georgia**
Lecturer in Negotiations, MBA Program

2023 – present **CAUCASUS UNIVERSITY** **Tbilisi, Georgia**
Lecturer in Negotiations, MBA Program

2021 – 2022 **BUSINESS AND TECHNOLOGY UNIVERSITY** **Tbilisi, Georgia**
Lecturer in Strategic Management

2020 – present **UN GLOBAL COMPACT NETWORK GEORGIA** **Tbilisi, Georgia**
Trainer at Corporate Sustainability Academy

2018 – present **ILIA STATE UNIVERSITY** **Tbilisi, Georgia**
Head of Management Studies and Council Member
Supervising the process of delivery of management courses to the students

2016 – present **ILIA STATE UNIVERSITY** **Tbilisi, Georgia**
Associate Professor
Delivering courses in Management, Organizational Behaviour, Leadership and Strategic Management

- 2012 – 2016 **CBS INTERNATIONAL LTD** **London, UK**
Chief Executive Officer
- Managed commodities trading firm, trading petroleum products across CIS region, Europe and Africa
 - Worked on strategy and financial planning; managed personnel across offices in six countries. Led negotiations and coordinated work with major financial institutions, service and law firms from UK, Switzerland, Denmark, Italy, Romania and Russia
- 2011 – 2012 **CBS INTERNATIONAL LTD** **London, UK**
Risk Manager
- Identified and overlooked potential operational and financial risks
 - Designed and implemented structural changes addressing challenges of the organisation
 - Designed cost management system, policy and procedures manual
- 2010 – 2010 **VIRGIN GROUP LTD** **London, UK**
Strategy Consultant
- Developed international strategy and reengineered business model for the Branson Centre of Entrepreneurship in South Africa
 - Identified cost effective strategy for international expansion and additional revenue streams
- 2010 - 2010 **MPA** **London, UK**
Strategy Consultant
- Worked on feasibility study, market research, strategy development and a business plan
 - The company raised £600 000 from angel investors
- 2008 – 2009 **GLAUB AND SCHENKEN CONSULTING LTD** **Tbilisi, Georgia**
Managing Partner
- Managed strategy-consulting firm, focusing on clients from real estate and hospitality industries
 - Supervised consultants, worked on strategy development, feasibility studies and financial planning
- 2005 – 2007 **IBERIA REAL-ESTATE JSC** **Moscow, Russia**
Project Director
- Led team in developing USD15mln real-estate project in Moscow
 - Led negotiations with investors, financial and government institutions
- 2003 – 2005 **TBC BANK JSC** **Tbilisi, Georgia**
Commercial Loan Officer
- Conducted financial and legal due diligence
 - Presented loan projects to the loan committee and monitored loan execution

ADDITIONAL SKILLS AND ACHIEVEMENTS

LANGUAGES

Georgian (Native), English (Fluent), Russian (Fluent)

SCHOLARSHIPS AND INTERESTS

- **Scholarship of the Ministry of Education and Science of Georgia** - covered tuition fee of a Master's degree at Imperial College London; awarded in 2009
- **EU TEMPUS TACIS Scholarship** - covered tuition fee and living expenses at the Manchester Metropolitan University.
- **TBC Bank Scholarship** – covered tuition fee of one year Management Base Certificate Programme at the European School of Management; awarded in 2003
- **ITC Scholarship** – covered tuition fee and living expenses to study Italian at the University of Trento in Italy; awarded in 2002
- **Hobbies and Interests:** mountain biking, boxing, skiing, fiction, politics, architecture and design