

# KETEVAN LAKIRBAIA

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## PROFESSIONAL EXPERIENCE:

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### **Ilia State University – Assistant Professor**

**Since 2021**

- Teaching management Concepts

### **Ilia State University – Chancellor (Head of Administration), Assistant Professor**

**Since 2016**

- Responsible for management of administrative processes at the University - leading Finance, Budgeting, Purchasing, Assets Management, Legal, IT and HR Departments.
- Managing design and implementation of University strategic and operational plans
- Responsible for University resource allocation and management

### **State Catering Services (Catering of National Army) - Head of Finance Department**

**2014-2016**

- Supervising the work of accounting department (10 employees in total)
- Actively involved in company restructuring process on strategic and operational levels
- Preparing projected cash flows and product pricing models
- Leading several projects: Development and implementation of financial policy and reporting system; Development and Implementation of budgeting function; Implementation of new software for purchasing/inventory write-off.

### **McDonald's Georgia (T&K Restaurants) - Finance Director**

**2013 - 2014**

- Directly supervised operations of three departments: Accounting, Purchasing / Warehousing and IT
- Participated in planning, implementation and monitoring of company strategy. Monitored compliance of the company's performance against targets
- Responsible for budgeting, financial analysis and reporting (including IFRS financial statements and internal reports to Management Board and McDonald's Corporation)
- Actively engaged in negotiations with and management of different stakeholders including financial institutions, IT soft providers and construction companies
- Worked on fund raising for specific projects
- Actively engaged in negotiations with McDonald's network companies on common projects
- Managed specific projects such as introduction of cash-less system in McDonald's Georgia and development of the new warehouse

### **Deloitte & Touche, Tbilisi, Georgia - Manager, Audit Services**

**2012 - 2013**

- Managed audit engagements: was responsible for projects planning, implementation, monitoring and review. Client portfolio: Rustavi Azot, Gulf Petroleum, Finca Georgia, Finca Armenia, International Bank of Azerbaijan
- Managed audit teams. Actively coached team members.
- Performed analysis of internal control systems and developed recommendations on internal control improvement for clients
- Designed financial models to project future cash flows of the client using various scenario analysis, processed data obtained from client database to assess solvency and liquidity of the company
- Acted as a company representative in fee negotiation and contract closing process and established strong business relationships with the clients. Responsible for maintaining business relationship with Georgian business community

### **KPMG, Tbilisi, Georgia - Senior Auditor, Audit Services**

**2010 - 2012**

- Planned and executed annual audit engagements for leading companies in Georgia: GMT Hotels (Marriott), LLC Quartzite, JSC Poti Sea Port Corporation, Lukoil Georgia LLC
- Designed financial models to project future cash flows of the client using various scenario analysis, processed data obtained from client database to assess solvency and liquidity of the company
- Reviewed valuation reports of independent experts to validate their appropriateness, relevance, reliability and compliance with IVS
- Established strong business relationships with the clients

### **PwC, Tbilisi, Georgia - Senior Consultant, Assurance and Advisory Services**

**2008 - 2010**

- Planned and executed annual audit engagements of leading companies in Georgia: TBC Bank, KorStandard Bank, Tao Privat Bank, Tegeta Motors, Iberia Refreshments (Pepsi), Mtkvari Energy, Carriage Building Company
- Performed review / assessment of the valuation reports
- Delivered IFRS trainings organized by PwC to existing and potential customers
- Designed, moderated and held internal trainings for junior staff members

**PwC, Almaty, Kazakhstan - Senior Consultant, Transaction Services**

**2007 – 2008**

- Participated in the Financial Due Diligence of various Georgian and Kazakhstani companies
- Performed financial analysis using different financial models to assess projected cash flows of the Target companies
- Analyzed contingent liabilities and their the potential effect on the Target companies performance

**PwC, Tbilisi, Georgia - Consultant, Assurance and Advisory Services**

**2006 – 2007**

- Participated in audit and advisory engagements of the following clients: Georgian Glass and Mineral Water Company, Boroo Gold (SOX project, Mongolia), Kazbegi

**USAID funded project - Caucasus Environmental NGO Network (CENN) - Project Manager**

**2005 - 2006**

- Led the process of organizing Energy Service Consumers Association (ESCA)
- Was responsible for public outreach an awareness activities related to the project
- Advised ESCA on design and implementation of strategic plan to achieve sustainability
- Was responsible for reporting on-going status and results to USAID

**JSC TbilUniversalBank - Manager of Relation with IFIs Department**

**2003 – 2005**

- Was responsible for establishing and maintaining relationships with International Financial Institutions (IFI) and respectively reported to IFIs

**TEACHING / TRAINING EXPERIENCE:**

**Trainer, Black Sea University**

**2011**

- Training courses in Business Administration – designed and delivered 15 hour training course

**Instructor of International Financial Reporting Standards, Caucasus School of Business**

**2010**

- IFRS academic course for BBA students

**Associate Professor of Management / Trainer on evening courses, Caucasus School of Business**

**2002 – 2007**

- Designed and delivered courses in Management, Organizational Behaviour and Leadership for BBA students; Designed and delivered various training courses for experienced professionals

**EDUCATION:**

**ACCA (The Association of Chartered Certified Accountants)**

**Glasgow, UK; In progress**

Professional level in progress (13 out of 14 papers passed)

**J. Mack Robinson College of Business**

**Atlanta, USA; 2003**

100% scholarship from Georgia State University, USA and Caucasus School of Business, Georgia to study MBA courses in Competitors analyses, Consulting Services, Supply Chain Management and Organizational Behaviour;

**Lund University- Master of European Business Administration and Business Law**

**Lund, Sweden; 2001-2002**

100% scholarship from Swedish Government to study on Master's level program in Sweden

**Caucasus School of Business - BBA in Finance and Accounting**

**Tbilisi, Georgia; 1999-2001**

100% scholarship from Caucasus School of Business and Tbilisi State Institute of Economic Relations.

Graduated with Honour

**Tbilisi State Institute of Economic Relation - Diploma in Business Administration**

**Tbilisi, Georgia; 1996-2001**

Graduated with Honour

**LANGUAGES:**

**Georgian:** native; **English:** fluent; **Russian:** fluent.