



## CV

**SALOME DANELIA (PhD in Economics)**

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### WORK EXPERIENCE

**2023 – Present**

**Expert on International Trade in Caucasus Region  
The World Bank**

Main responsibility:

- Conducting research projects regarding international trade conditions in the countries of Caucasus region: Georgia, Armenia and Azerbaijan.
- Making evaluation and monitoring of transports/logistics legal basis and infrastructural development policies.
- Supporting B-Ready project in the Caucasus Region.

**2016 – Present**

**Lecturer  
Ilia State University / Business School**

Main responsibility:

- Lecturing: Operation Management; Supply chain management.

**2020 – Present**

**Lecturer  
Tbilisi State University / Faculty of Economics and Business**

Main responsibility:

- Lecturing: International Economics; Global Trade; Global Economics.

**2014 – 2023**

**Head of Financial Subsidy Department  
The Ministry of Education, Science, Culture and Sport of Georgia**

Main responsibility:

- Managing and Controlling Budget spending directions/stages, financial transactions and development of control mechanisms; Developing strategic policy documents (strategies and action plans) in production;
- Managing and Optimizing budgeting and control Processes, controlling financial subsidy procedures and defining requirements Managing strategic planning process and development of production competition procedure for execution phase;
- Leading Monitoring, Evaluation and learning process in the production system;
- Analyzing of bids and budgets, as well as a cost-benefit analysis of funded projects.

**2014 – 2019**

**Head of Economic Research Department  
Tbilisi State University Centre for Analysis and Forecast**

Main responsibility:

- Managing research activities broader context for all analytical products and publications, suggesting measures to ensure macroeconomic and financial stability, collecting and analyzing data concerning business and consumer confidence, evaluating macroeconomic impacts of alternative policy scenarios, investigating specific business sectors and preparing reports for tax policy;
- Negotiating with policymakers, private businesses, academic researchers and NGOs with much needed means to self-sufficiently assess the overall health of the country's economy, financial stability and investment environment;
- Conducting Public Policy and Public Administration reform's Cost-benefit Analysis and Project Feasibility studies;
- Participating in projects for Institutional strengthening and capacity building, Evidence-based and participatory Policy Analysis and Development;
- Controlling Research project's performance measurement and monitoring procedures;
- Managing monitoring, evaluation, and Learning processes.

**2014-2015**

**Chief Economist  
Municipal Development Fund of Georgia (World Bank Project)**

Main responsibility:

- Conducting feasibility studies thoroughly through technical, economic, financial and cost-effectiveness analysis. Analyzing proposals for the subproject received, identifying the appropriate resources for the feasibility study;
- Obtaining feasibility study, detailed engineering design and necessary supporting documents (proof of ownership, rights, security research).
- Managing the selection of subcontractors, including the preparation of the TOR (Job Description) and the Tender Document;
- Participate in the selection process in close cooperation with the Procurement Service. Conduct a financial analysis of the project.

2012 – 2014

**Chief Economist**

**The Ministry of Justice of Georgia / House of Justice**

Main responsibility:

- Coordinating public and civil registry processes;
- Participating in the process of optimization of public registry management system;
- Monitoring and evaluating operational gaps in public and civil registry major flow systems.

2010 – 2010

**Senior Economist / Fellow**

**Commersant: “Transparent of State Budget “SCEPFM Project / EU Delegation in Georgia.**

Main responsibility:

- Participating in consulting Minister of Finance, Minister of Economy and Chairman of financial and budgetary committee in Parliament.
- Conducting desk and field-based research on current economic circumstances (Inflation, Taxation, Free economic zones, foreign investment flows, fiscal and monetary policy), preparing weekly digest and reporting.

2007 – 2009

**Lead Economist**

**The Association of Financiers and Businessmen of Georgia / Committee of Economic Policy**

Main responsibility:

- Researching and analyzing Investment policy in terms of taxation in Georgia with The Ministry of Economy and Sustainable Development;
- Investigating medical and public insurance policy in Georgia with The Ministry of Labor Health and Social Affairs of Georgia.

## **EDUCATION AND TRAINING**

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2014 - 2021

**Doctor of Economics Science (PhD)**

Iv. Javakhishvili Tbilisi State University / Faculty of Economics and Business

2011 - 2014

**Master of Arts in Economics**

Iv. Javakhishvili Tbilisi State University / Faculty of Economics and Business

2007 – 2011

**Bachelor of Arts in Economic**

Iv. Javakhishvili Tbilisi State University / Faculty of Economics and Business

2020 - 2021

**Master Executive Program – European Law and Economics**

Riga Graduate School of Law and Economy

2016 - 2016

**Master Executive Program - Public Policy Analyses (CPPA)**

North Texas Universities / US Embassy in Georgia.

2013 – 2014

**Master Executive Program - Capacity Building of the Georgian Leadership-Policy Development and Negotiation Technique**

Estonian School of Diplomacy / International Swedish Institute for Public Administration

## **LANGUAGES**

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Georgian - Native; English - Fluent; Russian – Fluent.

## **TECHNICAL SKILLS**

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Microsoft: Access; Word; Excel; PowerPoint; Outlook; SPSS, Stata.