**ARMEN PETROSYAN**  
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**PROFESSIONAL PROFILE**

* Strategic thinker with over 20 years of experience in real estate services, facility management, and renewable energy projects.
* Proven track record in client relationship management, vendor management, and project delivery.
* Strong leader with a focus on process improvement, team development, and achieving corporate objectives.

**PROFESSIONAL EXPERIENCE**

**General Director**

*Energy Invest Holding CJSC, Yerevan, Armenia*  
*April 2016 – June 2024*

* Managed a diverse portfolio, including renewable energy projects, vocational training, and hospitality.
* Directed operations and service delivery across multiple sectors, ensuring alignment with corporate objectives and client expectations.
* Collaborated with vendors and contractors to optimize performance and improve service delivery.

**Key Achievements:**

* Successfully led the construction and commissioning of Armenia's first utility-scale solar power plant (434.7 kW), driving innovation and sustainability.
* Managed the feasibility study for the Shnogh Hydro Electric Project (124 MW), involving international consultants and financial institutions.
* Oversaw the construction of the Kamsar Hotel and Training Center, including vendor management, procurement, and staff development.

**Director of Business Services**

*American University of Armenia, Yerevan, Armenia*  
*April 2012 – April 2016*

* Directed non-academic services, including facility management, special events, and auxiliary enterprises.
* Developed and implemented service delivery processes, ensuring compliance with quality standards and client satisfaction.
* Managed vendor relationships, including contract negotiations, performance monitoring, and compliance management.

**Key Achievements:**

* Outsourced key university services, including cafeteria and hotel operations, significantly increasing revenue and improving service quality.
* Coordinated logistics for high-profile international conferences, ensuring exceptional client experiences and seamless operations.

**Associate Director of Administrative Services**

*American University of Armenia, Yerevan, Armenia*  
*August 1995 – April 2012*

* Managed faculty and office services, including health clinics, food services, and special events.
* Oversaw facility rentals and marketing campaigns, increasing occupancy and revenue.
* Led compliance audits and field inspections to ensure regulatory standards and client requirements were met.

**Key Achievements:**

* Improved operational efficiency and reduced costs by implementing quality assurance systems across various services.
* Successfully developed and implemented marketing strategies that boosted the university’s rental income and food service revenue.

**Advisor to the General Director on Strategic Development**

*Dzoraget Hydro LLC, Yerevan, Armenia*  
*July 2023 – June 2024*

* Advised on strategic development and performance management, focusing on process improvements and operational efficiency.
* Conducted in-depth analysis of energy market trends and regulatory changes, aligning company strategy with industry best practices.

**EDUCATION**

* **Master of Comparative Legal Studies**  
  American University of Armenia, Yerevan, Armenia
* **Master of Business Administration**  
  American University of Armenia, Yerevan, Armenia
* **System Programmer**  
  Armenian State Engineering University, Yerevan, Armenia

**TRAINING**

* Train-the-Trainer, University College London’s Bartlett School of Environment, Energy and Resources
* Project Management Essentials, American University Extension Program
* E-Marketing, American University Extension Program

**TECHNICAL SKILLS**

* Proficient in Microsoft Office Suite, MS Project, and real estate management software.
* Experienced in managing safety and security protocols, incident reporting, and compliance management.

**LANGUAGES**

* Fluent in Armenian, Russian, and English (IELTS overall band score of 8.0)
* Proficient in French (B1.2 level)