Toghrul Nabiyev

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# EDUCATION

MBA at Khazar University 09/2021 – 06/2024

Major: ***Business Administration*** (General) **Graduated with distinction**

B.B.A at Khazar University 09/2017 - 07/2021 Major: ***Marketing* Graduated with distinction**

# EMPLOYMENT

**Business Processes Specialist** SOCAR Downstream - Baku, Azerbaijan 09/2024 – Present

* Determine process inputs, outputs, sequence criteria and methods needed to ensure effective operation.
* Utilize process mapping techniques.
* Analyze data and gather insights to understand workflows.
* Work closely with cross-functional teams to understand their requirements.

**Lecturer / Teacher** Khazar University – Baku, Azerbaijan 09/2024 – Present

* Lecturing on Management (MGT 305)
* Examining learning process effectiveness
* Determining specific learning needs of students

**Business Development Manager** FCC LLC - Baku, Azerbaijan 01/2023 – 09/2024

* Designing and implementing a strategic business plan to enhance company performance.
* Identifying and pursuing new business opportunities by conducting product development.
* Setting responsibilities accordingly among team members and tracking their performance
* Maintaining interdepartment collaboration.

**Corporate Sales Manager** FCC LLC - Baku, Azerbaijan 03/2022 – 12/2022

* Forecasting sales volume and reporting results, meeting continuously with actual and potential customers.
* Responding to complaints and giving after-sales support
* Preparing pricing strategies by analyzing overall market and its participants
* Defining seasonal opportunities and threats based on trade data.

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# TECHNICAL SKILLS

**Microsoft Excel, Word, PowerPoint, Visio:** during university experiences and active working career these softwares was used as compulsory ones for preparing effective presentations and documentations.

# CERTIFICATES

**The Fundamentals of Digital Marketing -** *issued by Google Digital Garage* **Corporate Sales Course –** *issued by SAT Group*

**FOREIGN LANGUAGES**

# Azerbaijan, English, Turkish Professional Proficiency

**Russian Limited Proficiency**