

Arsen Nazaryan

Private Sector Development, Governance
and Regulatory Reform expert

Republic of Armenia



Contact

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Key Skills

- Strategic and Goal-oriented Project Management
 - Policy & Legal Analysis
 - Problem Solving
 - Excellent oral & written communication
 - Organized and diligent
 - Stakeholder Engagement
- Change Management
 - Adaptability
 - Emotional Intelligence

Education

- 1998-1999, The John Marshall Law School, Chicago, IL, USA, LL.M. in Comparative Legal Studies (cum laude), International Business

Profile

Senior economic policy expert focusing on analysis and the implementation of regulatory and governance improvements. Legal background combined with experience in leadership positions. In-depth knowledge of business regulation policies and practice, proven skills in multi stakeholder engagement and coordination (Government, Private sector, civil society, and international organizations). Goal-oriented attitude combined with effective project and team management skills.

Work Experience

Sept 2014 – present, **Operations officer, International Finance Corporation (IFC), World Bank Group, Project Manager - Armenia Economic Growth**
9 G. Lusavorich Str., Yerevan 0015, Armenia, Tel: (374-10) 59-42-89
ANazaryan@ifc.org www.ifc.org

Duties and responsibilities:

- Led the World Bank Group's advisory project design and its implementation on the ground including coordination of the project activities with the Government working groups, donors, national and international experts.
- Facilitated activities with the project's key counterpart – the Ministry of Economy and the PM's Office. At the same time, engaged new stakeholder groups and potential influencers including media, interacted with them to promote the project's objectives.
- Presented at a high-level conferences and meetings; wrote articles and spoke as guest speaker at the events promoting Armenia's economic development. Provided a range of publications and interviews to Armenia's leading media channels.
- Complete fiduciary responsibility for project implementation: budgeting, contracting, timeliness, quality of outputs. Responsible for the assessment of results and reporting, to the donors and the Government.
- Made significant contribution to the policy assessment and research, particularly focusing on investment climate, taxation, foreign trade regulation. Analyzed and commented on the proposed draft laws and regulations. Participated in relevant economic reviews conducted by the WBG, provided input to the WBG Strategy for Armenia, investment climate and Doing Business reports, WB and IFC investment projects. Represented the WBG position in discussing the relevant findings with the national stakeholders.

Accomplishments:

- and Trade law
- 1988 -1995, Yerevan State University School of Law, Armenia, Jurist (J.D. equivalent), Civil Law

Membership

- Armenian Institute of Directors www.iod.am
- Arbitration Institution at the Chamber of Commerce & Industry, Armenia www.arbitrage.am
- Risk Managers' International Association (PRMIA) www.prima.org

Activities and Interests

- Environmental conservation
- Rural Travel
- Reading and Art
 - Yoga

- The project achieved its objectives in key areas: improvements in several critical regulatory outcomes with expected cost reduction across the SME sector.
- In 2017-18, developed and implemented client service program, which increased the client satisfaction rate from 70 to 90%
- In 2019, helped IFC to upgrade it's program following the change of cabinet and emerging new economic prospects. The updated IFC strategy strengthened support to the Armenia's Ministry of Economy and responded to the needs of business community. This also helped the World Bank and other donors to adjust their economic policy efforts.
- In 2019, received the World Bank Vice President's Award in recognition of team achievements in Armenia Fiscal, Economic and Public Sector Governance Program (2017-2018)
- In 2020, made significant contribution to the WBG's Turkmenistan FDI Policy analysis and legal drafting.

Feb 2009 – Sep 2014 Senior Private sector development specialist

World Bank Group, IFC, Investment Climate Regulatory Simplification Project

Duties and responsibilities:

- Led advisory project to support Armenia in making business regulations more effective, promote growth of SMEs and job creation.
- Managed project team of national and international experts and support staff. Coordinated project interaction with partners/clients.
- Conducted (or outsourced, as necessary) assessment / research on Armenia SME policy priorities (e.g. tax, foreign trade regulation etc.). Engaged international experts and matched their efforts with local knowledge.
- Promoted reforms to improve the country's Competitiveness, Investment promotion infrastructure, Trade and Export promotion. Served as an interface between the relevant WBG teams and the local stakeholders.
- Made significant contribution to steering and supporting public-private dialogue on the reforms needed to boost Armenia's competitiveness. Organized and led discussions on business regulations on national and sectoral levels.

Accomplishments:

- The project has successfully achieved its outcomes: assisted Armenia Government in improving of 9 laws and regulations, provided drafting input on 26 laws/regulations, and completed 18 policy reports further contributing to the investment climate improvement efforts.
- Managed a project team of 2-12 people including international and national, technical and administrative staff. Supported and mentored junior colleagues, all of whom were able to build successful careers within IFC and other organizations.
- Developed the Concept and implemented efforts to increase engagement of women entrepreneurs (WE) within the scope of our project. Following this, developed a strategy to scale up to a regional (Caucasus) WE Program, which was implemented in 2019, and subsequently recognized by the WBG as A Regional Star Program.

- Contributed to the WBG's advisory projects to improve Trade, Investment and Export Promotion regulations in Belarus.

Feb 2008 - Feb 2009 Policy & Legal Advisor

Competitive Armenian Private Sector Project (CAPS), USAID/Armenia

(26/3 Sarian Str., Yerevan 0002, Armenia, Tel. + 37410 50.06.12)

- Supported implementation of the CAPS, which included labor policy and advocacy issues.
- Assisted industry associations in formulating their priority reform agenda and supporting them in designing/conducting advocacy campaigns.
- Worked on building capacity of the think tanks and associations engaged in policy research and policy reform.
- Guided collaboration among and between associations, think tanks and research institutes in developing and delivering their activities.
- Assisted in developing scope of work and supervising international and local technical experts delivering policy research and advocacy.

Accomplishments:

- Completed Policy analysis in Tourism and ICT sectors, a comprehensive study done in collaboration with the Ministry of Economy. Based on the identified priorities, assisted in drafting of relevant legislation.
- Advised the project management, and subsequently supported training of an in-house legal adviser for ICT association. Starting from 2009, UATE (uate.org) has been recognized as one of the country's best business associations with profound lobbying and advocacy capabilities.

Nov 2003 - Feb 2008 Senior Legal Advisor, Commercial Law Component Manager

BearingPoint Inc., Commercial Law and Economic Regulation Program, USAID/Armenia

14 Sundukyan Str. Yerevan, Armenia, 0033, Phone: (37410) 27.52.64

- Analyzed legal framework affecting Company Law, Corporate Governance, Business registration and licensing, commercial dispute resolutions in Armenia;
- Assessed Company Law and related commercial legislation in Armenia;
- Drafted reports on regulatory and administrative barriers in business entry procedures in Armenia;
- Provided advice on regulatory reform in company law, business registration and licensing, commercial dispute resolution, public auctions, and ADR;

Jan 2002 – Nov 2003 Legal Advisor

Barents Group of BearingPoint Inc., Tax, Customs and Fiscal Reform Project, USAID,

20 Koghbatsi Str., Yerevan, Armenia

Nov 1999 – Jan 2002_ Legal Consultant

International Finance Corporation, Corporate Governance Project in Armenia, 9 V.

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