

A network diagram with green nodes and lines on a light green background, forming a complex web of connections.

ICARE

Research and Career Digest



June
2017

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Conferences, Seminars and Workshops

IISES 34th International Academic Conference

13-16 September, 2017: Florence, Italy.

The conference is co-organized by **the International Institute of Social and Economic Sciences** and the **University of West Bohemia - Faculty of Economics**.

The International Academic Conference is a multidisciplinary conference with the following topics:

- Business and Economics
- Quantitative Methods
- Social Sciences and Humanities
- Teaching and Education
- Health and Welfare
- Environment and Sustainable Development
- Law in Society
- Energy Resources and Policy
- Technology and Science

We welcome scholars, researchers, as well as corporation and government executives. You can present your research work or just attend. All submissions are peer-reviewed. All accepted papers/abstracts will be published in the Conference Proceedings on our website.

IISES is an important international society of economists, social scientists and educators, founded to promote education and scientific research. Our conference enables you to present your research, meet new colleagues and improve your research skills.

Important dates:

Registration and abstract submission: August 13, 2017

Full paper submission: August 13, 2017*

** Full paper submission is optional - if you want it to be peer-reviewed for publication in the Conference proceedings.*

For more information please visit: <http://www.iises.net/current-conferences/academic/34th-international-academic-conference-florence>

30th International Conference of Agricultural Economists: New Landscapes and New Mandates for Agriculture

July 28 – August 2, 2018: Vancouver, British Columbia, Canada

The International Association of Agricultural Economists (IAAE) is a worldwide association of agricultural economists and others concerned with agricultural economic problems, including problems related to the use of renewable resources and the environment. Its broad goal is to make a difference through:

- Fostering the application of agricultural economics to improve rural economic and social conditions.
- Advancing knowledge of agriculture's economic organization.
- Facilitating communication and information exchange among those concerned with rural welfare.

The IAAE flagship conference – International Conference of Agricultural Economists (ICAE) – is held every three years and attracts about a thousand colleagues from around the world. The 30th

conference will take place on Canada's West Coast, in beautiful Vancouver, British Columbia, July 28 - August 2, 2018.

For more information please visit: <http://www.icae2018.com/>

2018 International Conference on Sustainable Global Aquaculture (ICSGA 2018)

24-26 January, 2018: Bangkok, Thailand

ICSGA 2018 will provide a platform for academic communication in Sustainable Global Aquaculture.

ICSGA 2018 accepted papers will be published in Journal of Advanced Agricultural Technologies (JOAAT, ISSN: 2301-3737), International Journal of Food Engineering (IJFE, ISSN: 2301-3664), or International Journal of Life Sciences Biotechnology and Pharma Research (IJLBPR, ISSN: 2250-3137).

Deadline for paper submissions: **Sep 10, 2017**

Deadline for participant registration: **Friday, October 20, 2017**

For more information please visit: <http://www.icsga.org/>

34th World Veterinary Congress (WVC)

5-8 May, 2018: Barcelona, Spain.

The World Veterinary Congress provides a unique opportunity for veterinarians in all branches of the profession globally to come together to explore the challenges that face animal health and welfare, to find solutions where possible and to demonstrate the value of the profession for the public good in a changing world. Three main tracks will underpin the congress program comprising veterinary public health, academia and research and clinical medicine across all domestic species. The conference will host leading speakers from around the world to discuss ongoing issues of concern and to explore new horizons in the treatment and prevention of animal diseases and conditions. The wonderful cosmopolitan city of Barcelona with its first class conference facilities and accommodation offers participants an outstanding opportunity to visit this historical and beautiful part of Western Europe that has attracted visitors from many parts of the globe, thus providing an opportunity for a vacation stay with family and friends as well.

Application Deadline: **Dec 31, 2017**

Registration opens September 2017

For more information please visit: <http://www.worldvet.org/congress.php?year=2018>

ICAFB 2018: "Agriculture, Food and Biotechnology"

24-26 January, 2018: Bangkok, Thailand.

2018 International Conference on Agriculture, Food and Biotechnology (ICAFB 2018) will be held in Bangkok, Thailand during January 24-26, 2018.

HKCBEES takes great pleasure in welcoming you to Bangkok for the ICAFB 2018 under the theme "Agriculture, Food and Biotechnology". It is one of the leading international conferences for presenting novel and fundamental advances in the fields of Agriculture, Food and Biotechnology. It

also serves to foster communication among researchers and practitioners working in a wide variety of scientific areas with a common interest in improving Agriculture related techniques.

With members from around the world focused on learning about Agriculture, Food and Biotechnology and its advances; this is your best opportunity to reach the largest assemblage of participants from the Agriculture, Food and Biotechnology community. Conduct presentations, distribute information, meet with current and potential scientists, make a splash with new advancements and developments, and receive name recognition at this 3-day event. World-renowned speakers, the most recent techniques, developments, and the newest updates in Agriculture, Food and Biotechnology are hallmarks of this conference.

ICAFB 2018 is excited to invite you to submit original manuscripts for presentation with the theme “Current Challenges and Future Perspectives of Agriculture, Food and Biotechnology”. Bringing out a perfect blend of three important domains of Agriculture, Food and Biotechnology through the ICAFB 2018 will be a boundless place for researchers, Agriculturists, Bio-technologists, Food Scientists, Policy Makers, young individuals and especially for industry specialists to fold together, share experiences, discuss research findings and take the novel knowledge for practical outcomes.

Important Dates:

Paper Submission (Full Paper): Before September 10, 2017

Notification of Acceptance: October 5, 2017

Final Paper Submission: October 25, 2017

Authors' Registration: October 25, 2017

For more information please visit: <http://www.icafb.org/>

10th International Conference on Agriculture & Horticulture
02-04October, 2017: London, UK.

Theme: Agriculture for the Future

The 10th International Agriculture Conference to be held in London, UK with the theme of Agriculture for the Future. Agriculture Conference is going to help the people who are directly or indirectly related to the Agriculture & Horticulture industry and academia. By this conference, people can share their views and ideas and can improve their knowledge about the advanced techniques to increase the productivity of the industries.

With members from around the world focused on learning about Agriculture Science and its advances; this is your best opportunity to reach the largest assemblage of participants from the Agriculture Science and Horticulture community. Conduct presentations, distribute information, meet with current and potential scientists, make a splash with new advancements and developments, and receive name recognition at this 3-day event. World-renowned speakers, the most recent techniques, developments, and the newest updates in Agriculture Science are hallmarks of this conference.

Conference Highlights

- Agricultural Engineering
- Agriculture & Food Security
- Plant Science
- Agribusiness & Agricultural Economics

- Agricultural Law & Policy
- Agricultural Biotechnology
- Agriculture & Environment
- Agroforestry
- Livestock Farming & Genetic Engineering
- Aqua Farming & Poultry farming
- Fertilizers & Pesticides
- Soil Science
- Horticulture
- Rice Research
- Food & Nutrients
- Crop Protection & Entomology
- Entrepreneurs Investment Meet

For more information please visit: <https://agricultureconference.wordpress.com/>

162nd EAAE Seminar: The evaluation of new CAP instruments: Lessons learned and the road ahead

26-27 April, 2018: Budapest, Hungary

Theme: *Analysis of CAP 2020 reform options in light of lessons learned since 2013.*

The seminar focuses on the evaluation of the current CAP instruments as well as on possible scenarios of future CAP.

The first objective of the seminar is to bring together researchers working on the various topics within the overall theme of agricultural and food policies in order to stimulate discussions, collaborations and future research. The second objective is to take stock of the lessons learned since 2013 in CAP design and implementation. The third objective is to bring together research on possible ways and ideas how to reform the CAP after 2020. Contributions are sought from a variety of academic disciplines (e.g. political science, rural sociology, etc.) as well as agricultural economics, and from policy practitioners.

Important dates:

31 January 2018: Submission deadline for abstracts

15 February 2018: Notifications of acceptance & registration opens

15 March 2018: Early bird registration deadline

1 April 2018: Deadline for submission of full papers

15 April 2018: Late riser registration deadline

For more information please visit: <http://agecon.hu/events/>

Youth Association of Animal Science Training Program

9–15 October, 2017: Indonesia

This training program is aim to increase knowledge, experience, and also to gain more connection with others people who has the same mission to build animal industry. We are from Youth Association of Animal Science try to provide you to get an exclusive facility in this training with the best company and government institution in Indonesia. By joining this training program, you'll have a time to know how is animal industry in Indonesia goes now. This program also will

help you to give something to the traditional farmers with social project that you can arrange with your multicultural group.

We were selected participant into best 30 people from around the world who is lucky to get an amazing experience in Indonesia. All of this program accommodation is free for you who has been selected into best 30, and for others participant will still get certificate of participation and also souvenir from our association.

Where is the location of training?

- KPBS Pangalengan Bandung
- PT Ultrajaya Peternakan Bandung Selatan
- Animal Embryo Hall Cipelang

Who can join this training program?

Student from around the world with age 17-25 years old

How to join the training program?

- Register yourself on www.yaasinternational.org before July 20th, 2017
- Document selection (CV and Motivation Letter)

This program will only held once in a year, and will not have a same topics in others year. So this is a limited chance for you to gain a knowledge and experience with us. This program was reward and also achievements for students who are really have a passion in animal industry.

Application Deadline: July 20th, 2017.

For more information please visit: www.yaasinternational.org

ADBI-World Economy Workshop on Globalization and Environment 26-27 September 2017: Tokyo, Japan

The Asian Development Bank Institute (ADBI), in cooperation with *World Economy*, invites submissions of unpublished papers looking at *Globalization and the Environment in Asia*. Both theoretical and empirical research papers with policy orientations are welcome provided that findings, conclusions, and policy recommendations are based on solid evidence and analysis. Manuscripts can focus on Asia as a whole, a group of countries, or individual economies.

Submission of papers dealing with but NOT limited to the following topics are welcome:

- Trade, resources, and the environment
- International investment and the environment
- International migration and the environment
- Policy designs and reforms on trade and the environment in Asian economies

ADBI will cover registration, flight, and hotel costs, plus a small lump-sum payment for one presenter of every accepted paper, who must be a citizen of **ADB member countries**. Selected papers from the workshop will be considered for publication in the special issue of *World Economy* or an edited book volume.

Important dates:

- Deadline for submission of complete paper(s): **1 August 2017**
- Decisions by academic committee on submissions: **31 August 2017**
- Workshop date: **26-27 September 2017**

For more information please visit: <https://www.adb.org/adbi/research/call-for-papers/globalization-and-environment>

12th International European Forum: System Dynamics and Innovation in Food Networks

05-09 February, 2018: Innsbruck-Igls, Austria

It is the objective of this Forum to provide an interdisciplinary and creative discussion environment that generates new ideas for innovative and multidisciplinary research.

Its focus is on the analysis of the food system dynamics and interdependencies; the identification of drivers for sustainable system dynamics in the decision sphere of the system actors (e.g. chain management, consumers, agencies, policy, est.); and on the identification and promotion of potential system innovations.

The forum will feature presentations and discussions in a mountain venue that should foster exchange, creativity, and the development of new ideas for innovative and interdisciplinary research.

Important dates:

Abstract submission and pre-registration: October 13, 2017

Notification of acceptance: October 31, 2017

Final registration and payment of fees: December 15, 2017

Full paper submission: January 19, 2018

For more information please visit: <http://www.fooddynamics.org/index.html>

Scholarships and Fellowships

Fully-Funded PhD Studentships in Precision Agriculture at Ghent University in Belgium, 2017-2018

Ghent University is now accepting applications for fully funded 5 PhD Studentships in Precision Agriculture within the Department of Soil Management, Faculty of Bioscience Engineering in Ghent University (UGent) in Belgium. International students are eligible to apply for this scholarship programme.

The aim of the project is to establish a research platform combining cutting-edge soil and crop sensors, modeling and system control technology for managing farm resources (seeds, fertilizers, pesticides, water, and manure) site-specifically, with the final goal of establishing a precision agriculture center in Flanders.

Ghent University is a top 100 university and one of the major universities in Belgium. Our 11 faculties offer a wide range of courses and conduct in-depth research in both exact and social sciences. Ghent University aims to encourage its students to adopt a critical approach within a creative, development-oriented educational and research environment.

Course Level: Scholarships are available to pursue PhD programme.

Study Subject: Scholarships are awarded in the field of Precision Agriculture.

The following 5 PhD projects are available under this project:

- Site specific fertilization.
- Site specific manure injection.
- Site specific pesticide applications.
- Site specific soil compaction management.
- Site specific seed rate management.

Scholarship Award: University offer fully funded PhD positions starting between 1st November 2017 and 2nd January 2018. We offer approx. €23787 per year (€1982 per month) based on a full working week (38 hours).

- Candidates will have the opportunity to work within a stimulating research environment within the SiTeMan Group with interdisciplinary team comprising of agricultural engineers, soil scientists, agronomists and data mining experts, where many international collaborations are foreseen.

Eligibility: The candidate should fulfill the following requirements:

- Have or will soon have a MSc degree in Agriculture Engineering, Biosystems Engineering, Agronomy, Mechatronics Engineering or Mechanical Engineering.
- Should have knowledge in the use of basic engineering software and modelling languages, such as, MATLAB Toolbox, LabVIEW, DaisyLab, AutoCAD, or C++.....
- Desirable to have knowledge in sensing technologies, modelling and control theory.
- Good contextual understanding of agricultural systems, precision agriculture and the ability to work in the field with agriculture machinery.
- The candidate should have a high level of proficiency in English sufficient to communicate effectively with colleagues and write papers and reports.
- Good practical problem solver / Ability to find appropriate solutions to academic and technical problems.
- Ability to work as a member of a team within a dynamic research group.

Nationality: International students are eligible to apply for this scholarship programme.

Application Deadline: September 30, 2017.

For more information please visit: <https://www.ugent.be/en/work/vacancies/scientific/fully-funded-5-phd-studentships-in-precision-rowjy>

Netherlands Government Fellowship Program

Masters/PhD/Short Courses

Deadline: varies

Course starts 2017/2018

The Netherlands Fellowship Programs (NFP) promotes capacity building within organizations in 51 countries by providing fellowships for training and education for professionals. The NFP offers fellowships for qualified Master studies, PhD studies, or short courses offered at participating Dutch Universities.

Host Institution(s): Dutch Universities that offer NFP qualified programs/courses.

Level/Field(s) of study: NFP-qualified Master's Program, PhD programs or Short Courses. Find a course/program at this link then contact the Dutch higher education institution that offers that course to find out whether it is NFP-qualified.

Target group: The NFP is meant for professionals who are nationals of and work and live in one of the 51 NFP countries.

For more information please visit: <https://www.studyinholland.nl/scholarships/highlighted-scholarships/netherlands-fellowship-programmes>

English-Taught Master's Programs –University of Freiburg, Germany

The oldest university in Germany- Freiburg University is now accepting applications for Masters Programs in Economics, Political Science, Finance and Information Systems. 100% of students participate in paid internships at German and international companies during their studies. Programs are taught fully in English and last for 2 years. Graduates find employment within 9 months after graduation.

Fill out the form below and the university will email you information on application procedures and answer your questions: <http://freiburg-uni.com/landing/>

Bavarian Government and DAAD Scholarships for International Students at Hochschule Hof in Germany, 2017

Bavarian Government and DAAD Scholarships applications are open for international students for the academic year 2017/18. The scholarship is provided to conduct the study at Hof University of Applied Sciences in Germany.

Course Level: The scholarship is available to pursue degree courses.

Study Subject: The scholarship is awarded in the subjects offered by the university.

Scholarship Award: The scholarship will cover the following:

- The scholarship depends on the financial means provided available for the respective semester. It lies between 100, 00 € – 659, 00 € per month.

Eligibility: Applicants must meet the following area for the scholarship:

- International students must be enrolled as full-time students or double-degree students (not possible for exchange students) at the Hochschule Hof for the respective semester (summer semester 2017 or winter semester 2017/18).
- International students must be academically (previous examination performance) and personally qualified. Foreign students enrolled in Bachelor courses must have achieved a minimum of 90 ECTS to be eligible. Please attach proof.
- International students in financial need. Hochschule Hof may at any time ask for proof of given information.
- Students receiving any additional public funding (e.g. BAföG, DAAD, Erasmus, any kind of governmental scholarship) for the same period of time cannot be considered and are exempted from this scholarship

Application Deadline: October 27, 2017.

For more information please visit: https://www.hof-university.de/fileadmin/user_upload/studienfoerderung/Internationale/information_sheet.pdf

Weiser Professional Development Fellowship 2018

The Ronald and Eileen Weiser Center for Europe and Eurasia at the University of Michigan invites applications for Weiser Professional Development Awards from faculty and artists at institutions of higher education in **Armenia, Azerbaijan, Belarus, Bosnia and Herzegovina, Georgia, Kaliningrad (Russia), Kazakhstan, Kosovo, Kyrgyzstan, Macedonia, Moldova, Serbia, Slovak Republic, Tajikistan, Turkmenistan, Ukraine, and Uzbekistan.**

Applicants are invited to propose projects in any field of research or teaching with a faculty partner at the University of Michigan. Candidates must have excellent oral and written English language skills.

The 2018 awards support short-term research visits of 4 weeks or 3 months to the University of Michigan, Ann Arbor, and include round-trip airfare, housing, health insurance, and a modest per diem. The Weiser Center will grant 5-7 awards for travel to Ann Arbor in February-April 2018 or September-November 2018.

Selection of 2018 awardees will be made through a competitive review of proposals at the University of Michigan. These awards are made possible thanks to a gift from Ambassador Ronald Weiser, U.S. Ambassador to Slovakia from 2001-04, and his wife, Eileen Lappin Weiser.

Applicants must submit:

- **A completed application form**
- Your CV
- A copy of your doctoral diploma or highest professional degree
- A copy of your passport photo page
- A two-page personal statement describing: a) the research or collaborative project you plan to pursue at the University of Michigan, b) your reason for applying for this opportunity, c) how this opportunity will benefit your home institution, and d) your reason for selecting a 4-week or 3-month visit
- An invitation from the University of Michigan school, department, and/or faculty partner with whom the research will be conducted; email invitation is acceptable. (For more information about U-M departments and programs, consult umich.edu.) *NOTE: The process for applying to work with U-M Law School faculty has changed; please carefully review the FAQs for details.*
- One letter of recommendation from the rector or dean of your institution
- A copy of your TOEFL score report (if you have taken the exam in the last three years)

Application Deadline: September 15, 2017.

For more information please visit: <https://www.ii.umich.edu/wcee/visiting-fellows.html>

MBA Scholarships for International Students at MIB School of Management of Trieste in Italy, 2017

MIB School of Management of Trieste is pleased to offer up to 20 international scholarships for the academic year 2017-2018. These scholarships are available for pursuing MBA in International Business.

The aim of the MBA Scholarships is to enable and encourage academically able international students

MIB School of Management of Trieste main objective is to provide high quality, comprehensive educational and great opportunities that are compatible to changing needs of the students.

Applicant must have good working knowledge of English.

Scholarship Award: Each Scholarship covers up to 50% of MBA tuition fee.

Number of Awards: Twenty scholarships are awarded.

Eligibility: These Scholarships are awarded on the basis of the professional and academic achievements and according to specific criteria determined by the corporate sponsors and partners.

Nationality: International applicants are eligible for these MBA scholarships.

Application Deadline: August 15, 2017.

For more information please visit: <http://mib.edu/en/mba/international-mba-full-time/admissions/scholarships>

Westminster International Master's Degree Scholarships

Westminster International Scholarships are fully funded awards aimed at students from developing countries who wish to study a full-time Master's degree at the University.

Level/Field of study: Any full-time Master's Program offered at University of Westminster **except MBA.**

Target group: Citizens of developing and middle income countries

Scholarship value/inclusions:

Full tuition fee waivers, accommodation, living expenses and flights to and from London.

Eligibility:

You must be an international student from a developing country and hold an offer for a full-time Master's degree at University of Westminster. The main criteria are First Class Honors degree, financial need and development potential.

Application instructions:

You should only apply for a scholarship once you have applied for admission and successfully been offered a place (either conditional or unconditional) on the course you wish to study. To apply for a scholarship, you will need to download and complete the relevant scholarship application form and submit it together with supporting documents by POST.

The deadline for applications for entry in January 2018 is **13 October 2017**.

For more information please visit: <https://www.westminster.ac.uk/file/31381/download?token=-8eiJ8m7>

Job Opportunities

SEF International UCO: Different positions

SEF International UCO is looking for candidates to fill the vacant positions mentioned below. If you think, that this is exactly the job you were looking for, then feel free to download, fill the below located Application Form and send it to the following address: cv@sef.am to begin your journey. Please, mention the desired position in title of your email.

[Application form](#)

[Loan Officer \(Masis Branch\)](#)

[Loan Officer \(Ararat Branch\)](#)

[Loan Officer \(Vedi Branch\)](#)

[Loan Officer \(Yerevan Branch\)](#)

[Accountant \(Head Office\)](#)

[Loan Officer \(Masis Branch\)](#)

[Loan Officer \(Ararat Branch\)](#)

For more information please visit: <http://sefmicro.org/index/eng/careers>

Strategic Development Agency: Deputy Project Manager

JOB DESCRIPTION: The incumbent will support the Project Manager in planning and implementation of the project, supervision of the project team and field operations, etc., within donor funded rural development project in the South of Armenia.

JOB RESPONSIBILITIES:

- Provide technical support in planning, developing and implementing strategy for operational management so as to meet agreed organizational performance plans within agreed budgets and timescales;
- Provide technical support in establishment and maintenance of appropriate systems for measuring necessary aspects of operational management and development;
- Plan and schedule project timelines, track project deliverables using appropriate tools;
- Liaise with the project team to understand all necessary aspects and needs of operational development, as well as ensure they are fully informed of operational objectives, purposes and achievements;
- Coordinate the project team and field operations, as well as provide directions and support to the project team;

- Present reports defining project progress, problems and solutions, as well as contribute to project evaluations and assessment of results, implementation and management of project changes and interventions to achieve project outcomes;
- Contribute to the evaluation and development of operational strategy and performance in cooperation with the executive team;
- Perform other duties as required by the management of the project and Organization.

REQUIRED QUALIFICATIONS:

- Master's degree in Economics/ Management/ Agriculture or other development related disciplines;
- Substantial and demonstrable experience in project management;
- Proven success in operational management of various activities with a clear focus on results, including staff, operations, strategic planning, etc.;
- Excellent analytical, conceptual and strategic planning skills;
- Critical thinking and problem-solving skills;
- Excellent organizational, decision-making and communication skills;
- Ability and willingness to travel countrywide;
- Capacity to work sensitively and in a participatory manner with diverse actors;
- Ability to manage complex workload and meet deadlines;
- Fluency in written and spoken Armenian and English languages;
- Computer literacy with practical experience in Microsoft Office applications.

APPLICATION PROCEDURES: Interested candidates must send their full CVs together with cover letters to: sdaoffice@sdaoffice.com . In the subject line of the email please mention the title of the position you are applying for. Only short-listed candidates will be contacted.

APPLICATION DEADLINE: 22 July 2017

DELOITTE CIS: Audit Assistant

Deloitte is seeking an Assistant 1 (Entry-level specialist) to join the Audit department at the Yerevan office. Start date in September 2017.

JOB RESPONSIBILITIES:

Participating in the preparation of financial statements in compliance with Russian and international accounting standards;

Working as part of a team checking a client's financial documents and providing client-focused services;

Interacting with clients on a daily basis, thus expanding your network of finance professionals and industry representatives.

REQUIRED QUALIFICATIONS:

Bachelor's degree, preferably in accounting/finance/economics

Analytical and solution-oriented mind, critical and logical thinking, ability to reach the correct conclusion based on the available facts and arguments

Ability to work as part of a team and on multiple engagements simultaneously

Excellent verbal and written communication skills

Ability to analyze information and learn quickly

Advanced computer skills

Excellent written and oral communication skills in Russian and English

All candidates must have full travel mobility and the right to live and work in the Russian Federation

We offer:

A competitive market-level salary

Extensive training in both core competencies and soft skills

Support in gaining a professional qualification (ACA/ACCA/CPA/RAL)

At Deloitte we are completely committed to attracting and retaining professional and ambitious talent and as such we are absolutely dedicated to investing in and helping our people to excel. The fact is we believe building strong relationships with our people is as important to the success of our business as building strong relationships with clients.

Please note that you will be asked to provide your passport details in order to complete the application process.

Deloitte in Armenia is part of Deloitte CIS Holdings Limited (“Deloitte CIS”), a member firm of Deloitte Touche Tohmatsu Limited (DTTL).

Requisition code: 134273

APPLICATION PROCEDURES: Interested candidates can apply via:
<https://jobs2.deloitte.com/global/en/job/DELOA004X137087/Audit-Assistant-1-Audit-Department?src=JB-19781>

Karcomauto LLC: Head of Sales Department

JOB RESPONSIBILITIES:

- Represent "Nissan", "Renault", "Jaguar/ Land Rover", "Volvo", "Ford", "Chevrolet" auto brands to customers and provide them with necessary information;
- Research and build relationships with new customers and potential partners;
- Increase market share to meet sales targets and make professional presentations to potential customers;
- Analyze current procedures and identify opportunities for improvement;
- Provide support to organize sales and carry on negotiations;
- Advise customers on vehicle specification and new developments;
- Conduct follow-ups with potential customers;
- Draft and send price proposals to the customers;
- Develop and maintain an expert technical knowledge of automotive industry;
- Communicate clearly, regularly and promptly with the customer, dealer principal, sales team and work colleagues;
- Implement external relationship;
- Improve customer satisfaction by developing and implementing a strategy with the sales team.

REQUIRED QUALIFICATIONS:

- University degree in Technical Science is a plus;
- More than 3 years of experience in sales management;
- Excellent written and verbal knowledge of Russian and English languages;
- Excellent computer skills;
- Strong analytical skills;
- Effective communicator and problem-solver;
- Energetic person possessing excellent communication and sales skills;
- Ability to work under pressure and within strict time frames;
- Good team player;
- Proven team management ability;
- Leadership skills;

- Well-organized, responsible and result-oriented personality;
- Availability of a valid driving license.

REMUNERATION/ SALARY: Highly competitive

APPLICATION PROCEDURES: All interested candidates who meet the requirements above and are confident that their background and experience qualify them for this position, should send their CVs to: hr@autogroup.am mentioning the position title in the subject line of the e-mail. Only short-listed candidates will be contacted.

APPLICATION DEADLINE: 18 July 2017

ArmenTel CJSC: Senior Accountant

JOB RESPONSIBILITIES:

- Conduct accounting of tangible/ intangible assets;
- Implement the receipt and control of the primary documentation of tangible/ intangible assets;
- Compile collation statements of inventories for tangible assets;
- Perform relevant SOX control operations;
- Participate in the creation, maintenance and storage of accounting information.

REQUIRED QUALIFICATIONS:

- University degree in Economics;
- At least 1 year of experience in a relevant field is desirable;
- Knowledge of the accounting legislation;
- Knowledge of accounting programs; knowledge of Armenian Software or 1C is preferable;
- Analytical thinking;
- Business writing skills;
- Skills in orienting quickly and accurately in difficult situations;
- Communication skills; flexibility and ability to work in a team;
- Initiativeness and willingness to changes;
- Responsibility, punctuality and attention to details;
- Advanced computer skills: knowledge of MS Office;
- Fluency in Armenian, Russian and English languages.

APPLICATION PROCEDURES: Qualified and interested candidates are welcome to send their CVs/ resumes in Armenian, Russian or English languages to: hrm@beeline.am . In the subject line of your e-mail message, please mention the title of the position you are applying for.

APPLICATION DEADLINE: 17 July 2017

ArmenTel CJSC: Target Marketing Leading Specialist

JOB RESPONSIBILITIES:

- Launch target marketing (TM) campaigns as per defined plan;
- Conduct TM post-analysis;
- Ensure the performance of marketing KPIs;
- Launch new initiatives and develop the existing ones for the following purposes: raise of Company's services use, increase of subscribers' active base, as well as ensuring of Company's services revenue growth;
- Elaborate targeted initiatives for subscribers' retention and reactivation;
- Design a strategy for ensuring the use of services, as well as conduct data monitoring.

REQUIRED QUALIFICATIONS:

- University degree in Marketing, Advertising or Business Administration;
- At least 2 years of experience in analytics, planning and research activities;
- Knowledge of marketing theory;

- Knowledge of marketing analysis and planning fundamentals;
- Knowledge of telecommunication sector;
- Reporting and presentation skills;
- Analytical thinking;
- Project management skills;
- Ability to set priorities and take productive decisions in hard cases;
- Organizational and team-working skills;
- Communicative, flexible and initiative personality;
- Stress-resistant personality;
- Advanced computer skills; experience in working with Microsoft;
- Fluency in Armenian, Russian and English languages.

REMUNERATION/ SALARY: Negotiable salary, plus a medical insurance.

APPLICATION PROCEDURES: Qualified and interested candidates may send their CVs/ resumes in Armenian, Russian or English languages to: hrm@beeline.am . In the subject line of your e-mail message, please mention the title of the position you are applying for. Only short-listed candidates will be contacted.

APPLICATION DEADLINE: 17 July 2017

ArmenTel CJSC: Marketing Expert on Mass Market Segment and Affluent Customers.

FUNCTION: Commercial Directorate

KEY ACCOUNTABILITIES:

- Develop strategy and design development plans for the services of mass market segment and affluent customers.
- Ensure the development of new pricing proposals and products/services to mass market segment and affluent customers, as well as the development of existing products and services.
- Plan and process marketing analytical work.
- Monitor and analyze the quality of the entrusted products, as well as implement measures to eliminate claims in regards with the products performance in the market.
- Conduct regular analysis and monitor products/services development state, trends and tendencies as off mass market segment and affluent customers of the mobile telephony.
- Carry out measures to achieve main marketing indicators (KPI).

REQUIRED QUALIFICATIONS:

- University degree preferably in Marketing, Economics, Finance or Mathematics

SKILLS:

- Knowledge of marketing principle analysis and planning;
- Knowledge of principles and technologies of the mobile market;
- Report writing and presentation skills;
- Excellent analytical abilities;
- Communication skills and flexibility;
- Energetic and creative;
- Stress resistant, responsible and accurate;
- Team working skills;
- Advanced computer skills: experience in working with MS Excel;
- Fluency in Armenian, Russian and English languages;

WORKING EXPERIENCE:

- At least 2 years of experience in a relevant field, preferably in telecommunication or IT;
- Experience in conducting marketing campaigns and launching products;

- Experience in project management;
- Experience in preparing briefs and cases;

COMPENSATION AND BENEFITS

- Negotiable salary.
- Full medical insurance.
- Professional training.

APPLICATION PROCEDURES: Qualified and interested candidates are welcomed to send CV/Resume in Armenian, Russian or English languages to e-mail: hrm@beeline.am. In the subject line of your e-mail message, please mention the title of the position you are applying for.

Only short-listed candidates will be contacted.

APPLICATION DEADLINE: July 17, 2017.

World Vision Armenia: Marketing Officer

DURATION: Open-ended

LOCATION: Yerevan, Armenia

JOB DESCRIPTION: The incumbent will support the development, implementation and coordination of efforts for exploring and accessing new avenues for funding (with a focus on local funding opportunities) for future growth and financial sustainability of World Vision Armenia.

JOB RESPONSIBILITIES:

Marketing and Business Development (Building Relationships for Growth):

- Support in building relationships with potential donors at different levels;
- Nurture the relations with potential and existing donors;
- Support in building on marketing and business development experience existing in WV;
- Assist in raising WV Armenia's profile in the in-country and international corporate environment.

Product Development:

- Map existing opportunities and causes for tailored/ generic product development;
- Support consolidated effort of development of marketing products;
- Coordinate the implementation of product promotion plans.

Fundraising and External Engagement:

- Support development and implementation of brand awareness and reputation strategy of Country Office;
- Support the development and lead the implementation of short-term and long-term local fundraising strategies;
- Coordinate and implement fundraising strategies;
- Include quick-win fundraising means in the fundraising strategy and implement them effectively;
- Support to ensure the cost-efficiency of the fundraising strategy.

Internal Engagement:

- Engage with Country Office (operations, Organizational Support Department, sponsorship, finance) departments in frames of product development and donor nurturing;
- Support to capacitate WV staff members to become agents of fundraising for the Organization.

REQUIRED QUALIFICATIONS: The following knowledge, skills and abilities may have been acquired through a combination of formal schooling, self-education, prior experience or on-the-job training:

- University degree in Business Administration and Marketing;
- Strategic planning and business plan development skills;
- Strong interpersonal communication skills;
- Strong presentation and negotiation skills;
- Good understanding of general business environment and its local context;

- Good knowledge of corporate social responsibility mechanisms;
- 3 years of experience in strategic fundraising, marketing, business plan development and/ or program management;
- Excellent marketing, communication and public relations skills with strong English, Armenian and Russian language capability (written and oral); an ability to clearly communicate complex ideas and principles required;
- Willingness to travel domestically and internationally of up to 30 percent of the time.

APPLICATION PROCEDURES: If you are interested in this position, to apply, please register at: <https://careers.wvi.org/jobs/armenia/marketing-and-resource-development/marketing-officer/7739> and send your CV to: hr_wvarm@wvi.org . No information inquiries will be handled over the phone. Only short-listed candidates will be notified for an interview. In the subject line of your e-mail message, please, mention the title of the position you are applying for.

APPLICATION DEADLINE: 07 July 2017

Shtigen LLC : Different positions

A leading company of Armenian solar market Shtigen steadily grows and expands operations. We prove by action that renewable energy is Armenia's national wealth, capable to bring welfare and independence to lives of ordinary people and the whole country.

If you share our vision and are ready to contribute your knowledge and passion for its fulfillment, we will be happy to see you in our team.

We are open to candidates with various level of professionalism. If you're a junior starter on the market, we'll guide, train you and help to gain necessary practical skills. If you're an experienced professional, we'll be happy to leverage your skills and experience to the team work in efficient and collaborative environment free of dogmatism.

Currently we are looking for the following talents:

- Sales manager in Yerevan and regions including Artsakh;
- Marketing and communications specialist;
- Project manager;
- Energy audit expert.

APPLICATION PROCEDURES: Qualified and interested candidates are welcomed to fill in the application form at <http://shtigen.com/en/shtigen-is-hiring/>.

Joomag: Customer Support Representative

Joomag culture thrives on open communication and exchange of ideas. Our team member is identified not only by high level of professionalism but also of passion and enthusiasm towards Changes. Getting results and being effective are crucial; we Dream Big and become smarter everyday.

Our priority is designing successful long-term relationships with our customers and putting their wishes at the center of our operations. That's why our Support team is composed of brilliant minds that stand behind our promise to deliver outstanding service by people who care. We welcome talented Customer Support Representatives to maintain high customer satisfaction.

Job responsibilities:

- Respond to a wide array of support questions from customers via e-mail and livechat

- Interact with customers to understand requirements and maximize customer satisfaction
- Work closely with senior engineers to troubleshoot issues and implement fixes
- Effective communication with customers concerning technical, billing & sales inquiries

Required qualifications:

- Excellent knowledge of English
- Ability to work night shifts
- Customer orientation and ability to adapt/respond to different types of characters
- Strong communication, negotiation, and presentation techniques
- Ability to multi-task, prioritize and manage time effectively
- Bachelor's degree

Preferred qualifications:

- Native or bilingual proficiency of English
- Proven customer support experience
- Familiarity with CRM and Helpdesk systems

Additional information:

Why join Joomag?

- Dynamic remuneration: 3 months', 6 months' and annual reviews, performance bonus
- Premium Health Insurance program
- Gym Membership
- Flexible vacation and time-off policy: paid holidays, days off, sick days
- Situational, balanced style of management and leadership
- Strong company culture with incredibly enthusiastic, passionate, and motivated team members

APPLICATION DEADLINE: 27 July 2017

APPLICATION PROCEDURES: Qualified and interested candidates are welcomed to apply via:
<http://joom.ag/jobs/customer-support>

Cascade People and Business: Financial modeling business analyst

JOB RESPONSIBILITIES:

- Assist in financial and operational regular analytics,
- Assist in development and regular update of the Company's complex financial / business model,
- Ad hoc projects analysis and financial modeling to support the senior and executive management,
- Assist in preparing Board of Directors' and Lender reporting packages,
- Analyze financial performance against key business metrics (including mining specific cost metrics)
- and document pertinent financial highlights that will enable management to determine the
- Company's progress,
- Prepare budget vs actual analysis group report,
- Active participation in the Company's and the Group's planning process,
- Research industry trends as necessary,
- Perform various other analytical functions, including analyzing proposed introduction of various new
- programs,
- Perform other similar duties as assigned and required.

REQUIRED QUALIFICATIONS:

- Bachelor's Degree in business or finance, or related field,
- At least 5 years finance management, consulting or audit experience,
- Hands on experience in financial modeling,
- Understanding of accounting processes, procedure and internal controls,
- Participation in or completed international accounting/finance qualification is a plus (ACCA, CPA,
- CIMA, CFA),
- Strong research and analytical skills,
- Excellent computer skills including advanced Excel and accounting software packages as needed
- (Armenian Software),
- Excellent proficiency of English,
- Excellent written and verbal communication skills,
- Project management skill,
- Highly organized, detail-oriented, a strong work ethic, and demonstrated teamwork skills,
- Business analyst, financial modeling | Announcement 2
- we bring change
- Ability to function independently and effectively in a self-directed environment.
- Travel requirements
- With travel to region.

APPLICATION PROCEDURES:

All interested and qualified candidates are welcome to email their CV to lmartirosyan@cascade.am. Please, indicate the position title in the subject field. Company thanks all the interested applicants; however, only shortlisted candidates will be contacted for an interview.

APPLICATION DEADLINE: 11.07.2017

Ucom LLC: Head of Treasury Unit

JOB RESPONSIBILITIES: Head of Treasury Unit should assess, monitor, plan and manage the efficient utilization of cash and financial services in a manner consistent with the objectives of the Company.

- Manage long-term and short-term Cash Management strategies;
- Understand, manage, and supervise all aspects of cash flow;
- Forecast daily cash requirements and execute daily financing decisions;
- Manage working capital, determine cash financial goals and risk tolerance;
- Assess performance benchmarks and recommend changes when warranted;
- Prepare and monitor company's various cash flow forecasts and perform financial modeling;
- Evaluate, develop and implement cash management systems to optimize efficiency;
- Maintain professional relationships with financial service providers and vendors;
- Monitor bank payments, manage loan portfolio, issue letter of credits and other payment instruments;
- Responsible for the Treasury Team member's development and on the job training;
- Recommend, implement and maintain process improvements in order to manage the cash more efficiently;
- Prepare variance analysis for finance expenses and financing on a monthly basis;
- Prepare and present analytical ad-hoc reports to management board.

REQUIRED QUALIFICATIONS:

- Good knowledge of IFRS;
- Knowledge of Armenian accounting software (ArmSoft);
- Good command of MS Office tools (Word, Excel, PowerPoint);
- Advanced analytical, organization, and interpersonal skills;
- Advanced spreadsheet and modeling skills;
- Excellent collaboration, verbal and written communication skills;
- Attention to detail and accuracy;
- Interested in process improvement;
- Willing to adapt to quick changes in direction;
- Excellent knowledge of Armenian, English and good knowledge of Russian.

APPLICATION PROCEDURES: If you meet the requirements above and are confident that your background and experience qualifies you for the position, please e-mail your resume to career@ucom.am mentioning the position “Head of Treasury Unit” you are applying for in the subject line of your email.

APPLICATION DEADLINE: 27 July 2017

GINOSI APARTELS: Commercial Director

Location: Yerevan, Armenia

Job Description

We are looking for an experienced Commercial Director who will be able to add value and be part of our growth by identifying new commercial opportunities by promoting and expanding the company’s commercial activity that will lead to sustainable growth. Commercial Director will be directly reporting to CEO/Co-founder.

Benefits and Perks

Lots of interesting perks are waiting for you including health insurance, daily breakfast, lunch and dinner, plus an awesome state-of-the-art coffee machine.

JOB RESPONSIBILITIES:

- Implement strategies to drive revenue and ultimately business growth
- Ensure a full growth pipeline, identify new market opportunities
- Carry out commercial viability assessment and due diligence when reviewing new core product and auxiliary sales projects
- Review existing/ending contracts and proposing optimal renewal terms
- Head Relationship Management with key partners and personally providing directorial level of relationship management
- Streamline lead generation processes and enabling Acquisitions teams to pursue leads effectively
- Make commercial recommendations to the executives
- Conduct budgeting and PO management
- Review of the existing pricing policy
- Weigh in on the commercial impact of internal projects, ensure overall profitability of the Company
- Architect and periodically evaluating an optimal team structure for the Commercial and Acquisitions teams
- Ensure optimal interactions with the Design, Operations and Legal teams as well as external service providers to cover all needs and gaps of new and ongoing projects

REQUIRED QUALIFICATIONS:

MS in business administration, finance or relevant field

- At least 5 years of work experience on the relevant role
- Proven experience as commercial director or other relevant role
- Proven experience in sales and/or marketing and managing relationships with key clients
- Strategic Thinking - considers short and long term implications and plan accordingly See's the big picture, anticipates and leads trends and develops far reaching objectives
- In-depth understanding of market research methods and analysis
- Solid knowledge of performance reporting and financial/budgeting processes
- Familiarity with hospitality business models is an advantage
- Commercial awareness partnered with a strategic mindset
- Excellent organizational and leadership skills
- Outstanding communication and interpersonal abilities
- Fluency in English both verbal and written

APPLICATION PROCEDURES: <https://www.ginosi.com/jobs/armenia--yerevan/commercial-director>

ArmSwissBank CJSC: Loan Analyst

JOB RESPONSIBILITIES:

Attract new clients, active communication with current or potential clients.

- Evaluate credit risks, including conducting financial analysis and assessment of the feasibility of projects (feasibility study). Develop and introduce products associated with the plastic cards.
- Assemble the necessary documentation for loan analysis.
- Visit the customer's business premises for the purpose of conducting analysis.
- Prepare loan analysis reports and present it to the Credit Committee.
- Cooperate with international funds and credit organizations.

REQUIRED QUALIFICATIONS:

University degree in economics.

- At least 1 years of work experience in the field of Banking / Finance /working experience with corporate clients is preferable/.
- Knowledge of the financial analysis basics
 - Initiative, flexible and determined
 - High level of responsibility
 - Excellent communication and presentation skills
 - Fluency in Armenian and English languages
 - Proficiency in Microsoft Office
 - Knowledge of ArmSoft Bank is a plus

APPLICATION DEADLINE: 20.07.2017

APPLICATION PROCEDURES: Interested candidates can apply via <http://www.armswissbank.am/en/about/career/> or welcome to email their CV to: hr@armswissbank.am, mentioning "Loan Analyst" in the subject line.

Only short listed candidates will be contacted.

Agrotech LLC: Agronomist/ Plant Breeder

LOCATION: Yerevan, Armenia

JOB DESCRIPTION: Agrotech LLC is seeking a candidate to fulfill the position of Agronomist/ Plant Breeder.

JOB RESPONSIBILITIES:

- Develop nutrition and its implementation in hydroponic system;

- Develop nutrition and its implementation in an open field;
- Organize chemical and biological pest control.

REQUIRED QUALIFICATIONS:

- Higher professional education (specialized in Biology or Agriculture);
- Knowledge of modern technologies of plant cultivation and pest control;
- Work experience is preferable;
- Knowledge of English and French languages is a plus.

APPLICATION PROCEDURES: Please apply to this job by sending your cover letter and resume to: sapresyan@agrotech.am mentioning the title "Agronomist/ Plant Breeder" in the subject line of the email.

APPLICATION DEADLINE: 15 July 2017

Agrimatco Armenia LLC: Accountant/ Financial Specialist

LOCATION: Yerevan, Armenia

JOB DESCRIPTION: Agrimatco Armenia is looking for an Accountant/ Financial Specialist who will lead and implement Company's accounting and financial operations.

JOB RESPONSIBILITIES:

- Implement accounting operations (according to the local legislation);
- Prepare internal financial and other reports;
- Prepare national statistical reports, as well as prepare and submit tax returns, tax calculation and payment, salary calculation, recording importations and bank transactions;
- Prepare and record assets, liabilities, fixed assets, cash movements, revenue and expenses entries by compiling and analyzing account information;
- Organize and control proper record of accounting documentation, payment orders, agreements, invoices; etc.;
- Review and recommend improvements for accounting and procedures;
- Support and control the staff in implementation of accounting and sales registering operations;
- Prepare a business plan;
- Participate in internal and external audits;
- Implement administrative and HR duties;
- Perform other duties as required by the Country Manager.

REQUIRED QUALIFICATIONS:

- University degree in Accounting/ Finance/ Economics;
- At least 2 years of work experience in a relevant position;
- Strong interpersonal and organizational skills;
- Highly responsible person extremely attentive to details;
- Knowledge of accounting standards and tax legislation;
- Excellent knowledge of computer programs such as MS Word and Excel; knowledge of Armenian Software, online banking and E-invoicing;
- Excellent knowledge of Armenian and English languages (including knowledge of accounting terminology in English language); knowledge of Russian language is an advantage.

APPLICATION PROCEDURES: Interested candidates can submit their CVs to: Agrimatco.Armenia@Agrimatco-eu.com . Please indicate "Accountant/ Financial Specialist" in the subject line of the email. Only short-listed candidates will be invited for an interview.

APPLICATION DEADLINE: 29 July 2017.