

Karen Davtyan

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Skills

- Profit and revenue-generating strategies
- Rapport and relationship building
- Data insight generating
- Data analyses
- Sales tracking
- Market outcomes
- Google Sheets & Excel expert
- Stripe

Languages

- Armenian (Native)
- English (Proficient)
- Russian (Proficient)
- Italian (Beginner)

Experience

Sales Business Development Admin Vitamin One-Formulas Ltd.

07/2020 – 11/2021
Victoria, BC, Canada

- Work with the Director of Business Development and Account Manager to provide support to achieve revenue targets
- Collaborate with business development, marketing, production, product and customer experience team to grow key accounts consistently on a month-over-month basis to hit goals.
- Responsible for putting together reports and dashboards around key performance indicators: churn, opt-in rates, conversion rates, email performance metrics, etc.
- Work with stakeholders and accounts to provide support around physical packaging: boxes, bottles, capsules, etc.
- Own and lead initiatives to provide measurements of key performance indicators relevant to the overall business to support key business decisions.

Undergraduate Teaching Assistants Kansas State University

01/2021 – 05/2021
Manhattan, Kansas

- Negotiated rates based on current market trends.
- Estimated freight and postal rates to track shipment costs and weights.
- Determined shipping methods and prepared bills of lading, invoices, and other shipping documents.
- Coordinated with freight forwarders to expedite international shipments.

Freight Broker Landstar System Inc.

12/2018 – 06/2020
Yerevan, Armenia

- Negotiated rates based on current market trends.
- Estimated freight and postal rates to track shipment costs and weights.
- Determined shipping methods and prepared bills of lading, invoices, and other shipping documents.
- Coordinated with freight forwarders to expedite international shipments.

Researcher International Center for Agribusiness Research and Education

07/2018 – 08/2018
Yerevan, Armenia

- Modeled trends and prepared reports utilizing database details.
- Set up study areas, prepared participants and collected specimens or data.
- Identified relevant questions and determined best methods of collection.
- Supported organization in maintaining work environment focused on scientific integrity and quality while fostering learning, open communication, collaboration and teamwork.
- Reviewed project activities and prepared and reviewed research, testing or operational reports.

Student Volunteer 09/2017 – 09/2017
Swedish Public Employment Service Yerevan, Armenia

- Created and updated confidential student and employee files.
- Stocked materials in organized and useful manner.
- Met incoming guests and clients, offering immediate assistance.

Military Service 06/2014 – 07/2016
Armed Forces of Armenia Armenia

- Two years mandatory Military Service

Sales Assistant 04/2014 – 06/2016
Bershka Store Yerevan, Armenia

- Built and maintained effective relationships with peers and upper management to drive team success toward common sales, service and operational goals.
- Answered questions about current promotions and resolved issues according to store policies.
- Restocked shelves, racks and bins with latest merchandise and changed signage to promote special items.
- Reset store displays for special events and seasonal merchandise changes.

Education and Training

Master of Science: Agricultural Economics 12/2022
Kansas State University Manhattan, KS, USA

Certificate Course in English 08/2020
Syracuse University Syracuse, NY, USA

Bachelor of Science: Agribusiness and Marketing 05/2019
Certificate in Agribusiness and Marketing from Texas A&M University Yerevan, Armenia

Bachelor of Science: Agribusiness and Marketing 05/2019
Armenian National Agrarian University Yerevan, Armenia

Bachelor of Science: Agricultural Economics 07/2019
Tuscia University
Erasmus+ Program Viterbo, Italy

Certificate Course in Food Law 06/2018
Tuscia University Viterbo, Italy