

QOBIL YUNUSOV

LinkedIn profile link: <http://uk.linkedin.com/pub/qobil-yunusov/9/170/a67>

Career Summary

A well-rounded finance professional with an ability to think strategically and conceptualize commercial opportunities and implement programs and projects. Able to bring various stakeholders (including businesses and investors) together. Previous experience includes renewable energy project analysis, financial feasibility analysis, business development and financial risk analysis. Looking for an opportunity to demonstrate strong leadership and initiative in private sector, or in-support-of private sector development.

ASIAN DEVELOPMENT BANK (ADB)

Consultant on Edtech research project, Uzbekistan, June 2020 – December 2020

Achievements:

- Helped the lead consultant design the **research framework** for Uzb that was later applied to 3 more countries.
- Identified and used online **research tools** to conduct primary research (interview sampling, survey tool, etc).
- Tested, deployed and delivered an online survey of 1,000 schoolteachers across all regions of the country.
- Managed the **data collection and visualization** process
- Delivered a presentation and wrote a country analysis (report) for the ADB stakeholders on the country edtech situation with findings, gaps and SMART recommendations

WESTMINSTER INTERNATIONAL UNIVERSITY (WIUT)

Course Leader and Senior Lecturer, Finance 9/2015 - present

Achievements:

- As the chief architect of BSc Finance degree course **program**, worked on its design, coordinated and motivated a team of 13 module leaders and oversaw its successful validation.
- Launched the first Finance course *integrated with Bloomberg* suite **project** in Uzbekistan.
- Conducted a series of professional development and training courses aimed at financial industry professionals and academics. *Bloomberg certified*.
- Designed and oversaw successful validation of a new Master's level module (Corporate Finance)
- Redesigned two finance related modules (**Financial Securities** and **Investment Risk Management**) for the BSc Economics *with Finance* degree program.

Additional project:

- Consulted Uzbek government agency (Ministry of Finance) on Uzbekistan mortgage-market development project funded by ADB.

Skills:

- Conceptualizing and designing programs
- Training and facilitation
- Leading and motivating
- Bloomberg training

MANAGEMENT DEVELOPMENT INSTITUTE OF SINGAPORE IN TASHKENT (MDIST)

MBA Program Director and Senior Lecturer, Finance 9/2013 – 8/2015

Achievements:

- Managed various aspects of the MBA program including stakeholder engagement across Uzbekistan and Singapore.
- Evaluated a dozen MBA teachers' activity including content and delivery; and contributed to MBA course marketing & development initiatives.

Additional project:

- As part of a working group coordinated by a government agency, produced legal commentary on Uzbek 'Financial Securities' Law.

Skills:

- Training and facilitation
- Leading and initiative

GREEN RHINO ENERGY

Financial Analyst & Consultant 3/2012 – 6/2013

Achievements:

- Completed financial feasibility analysis on hydropower **projects** worth \$100m
- Run financial feasibility analysis on early-stage solar PV **projects** in southern African and South East Asia countries
- Developed teasers and pitchbooks to early-stage **project stakeholders**
- Established working relationships with international infrastructure investment firms

Skills:

- Focus areas include financing of hydropower, solar and wind energy **projects**.

BARCLAYS BANK PLC (CORPORATE DIVISION)

Risk Capital Analyst, Quants Team, Portfolio Management 9/2009 – 7/2011

Achievements:

- Oversaw return-on-capital and fair-value reporting on £80 billion portfolio to support Bank's Medium-term Planning process
- Developed risk asset (RWA) forecasting model on Bank's portfolio to help enhance Bank's Capital Planning Framework
- Produced series of reporting templates to aid *efficient decision making* by Senior Execs

Skills:

- Manage technical processes and 'deep-dive' **credit portfolio projects**.
- Perform risk analytics based on large data sets
- Design process maps for internal stakeholders

Credit Manager, Barclays Property Credit Team, Structured Finance 9/2008 –8/2009

Achievements:

- Influenced cumulatively over £500m in real estate/infrastructure lending decisions
- Built management information reporting tool in Excel that tracked sector performance & trends in risk behaviour to support decision-making by the Head of Credit Department
- Developed credit repayment Excel templates (fixed repayment, payback, hedged, differentiated, cash-sweep)

Skills:

- Assess corporate lending cases
- Coordinate with a variety of stakeholders (business directors, risk control units, rating teams, etc).
- Facilitate major lending decisions

Business Development Manager, Professional Services Team 09/2007 – 08/2008

Achievements:

- Won 2 corporate clients for the bank worth hundreds of thousands of Pounds
- Lured dozens of new clients by organizing several highly successful business networking events
- Analytically facilitated the launch of Barclays' proposition to the Insolvency Services market

Skills:

- Conduct business research and gather intelligence on potential customers
- Network with business introducers and potential customers
- Cold-call and arranging meetings with potential customers
- Organize networking events

EDUCATION AND QUALIFICATIONS

Associate Membership of Corporate Treasurers (prof.), ACT 2009 - 2012

Corporate (and Project) Finance, Financial Modelling, Financial/Management Accounting, etc

Advanced Credit Skills Qualification (prof.), Ifs School of Finance 2007 - 2009

Business Risk Assessment, Financial Statement Analysis, Corporate Credit Management

London Metropolitan University, Master's degree in Marketing (Distinction) 2005 – 2006

One of the 10 recipients of London Metropolitan University Full Postgraduate Scholarship
Marketing Research methods, Service Marketing, Marketing Communications, Brand Equity

ADDITIONAL SKILLS AND ABILITIES

Completed 'Project management fundamentals' course (online) by University of California

Languages: fluent in English and Russian, Uzbek (native)

Computer skills: Excel, Word, PowerPoint/Prezi, Project; Python and Matlab.

Financial markets suite: *certified user of Bloomberg terminal* (BMC certificate)

Leadership: able to speak and motivate people, conceive a vision and conceptualize ideas

Personality: adaptable, able to learn new things quickly, committed to getting the job done