

PERSONAL  
INFORMATION

Shuhrat Qobilov

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## WORK EXPERIENCE

01/09/2006–Present

**Lecturer**

Institute of Economy and Trade of the Tajik State University of Commerce (hereinafter IET TSUC), Somoni Avenue, Lenin str. - 169, 735700, Khujand, phone: + 992 3422 60321 [www.iet.tj](http://www.iet.tj), Khujand (Tajikistan)

As a Senior Lecturer in the World Economy department, I deliver lectures on courses: Integration processes; International Business; International trade; International economic relations; Customs affairs and Customs Unions; International currency, credit, and financial relations

01/09/2021–21/09/2021

**Expert-trainer**

IET TSUC, Somoni Avenue, Lenin str. - 169, 735700, Khujand, phone: + 992 3422 60321 [www.iet.tj](http://www.iet.tj), Khujand (Tajikistan)

**Title of training "Assessing the level of student's knowledge acquisition based on learning outcomes"**

The training was provided for lecturers on development curriculums based on a new method of assessment of student's knowledge in cooperation with representatives of the business

15/10/2019–28/02/2021

**Project Manager**

IET TSUC, Somoni Avenue, Lenin str. - 169, 735700, Khujand, phone: + 992 3422 60321 [www.iet.tj](http://www.iet.tj), Khujand (Tajikistan)

Project: Strategic directions for improving the quality of education and competitiveness of the HEIs.

The project aims to solve problems related to educational programs' relevance to the labour market's modern requirements.

Target groups: students, faculty, administrative staff, and employers.

The main components of the project:

Component 1. Audit the quality of education to determine directions for its improvement;

Component 2. Internationalization of the academic activities of the institute and its adaptation to the Bologna process;

Component 3. Assessment of readiness and preparation for international accreditation of study programmes with English-language instruction;

Component 4. Material and technical base, software, and infrastructure development.

01/09/2009–01/10/2019 **Business adviser**  
IET TSUC, Somoni Avenue, Lenin str. - 169, 735700, Khujand, phone: + 992 3422 60321 www.iet.tj, Khujand (Tajikistan)  
Consulting and managing students' activity on various projects aimed to improve involved people's quality of life and standard of living and develop practical skills of Enactus-students.  
Projects managed: "Save Handicraft"; "School of business"; "Financial Independence"; "Velo-drive"; "Drip-irrigation"; "Boomerang"; "Bio-Cubes"; "Eco-Tourism" etc.

11/05/2015–15/05/2015 **Business Coach**  
Chamber of Commerce and Industry of Sughd Region, Khujand (Tajikistan)  
**Title of training "Business planning for small and medium-sized businesses: from idea to implementation"**  
The training was provided for companies working in the field of processing agricultural products and food production.

04/08/2014–22/11/2014 **National business-expert**  
GIZ Office Dushanbe, Dushanbe (Tajikistan)  
**Programme: Framework and Finance for Private Sector Development in Rural Areas**  
**Component 1: Economic Development in Rural Areas**  
As a National Expert, I was engaged for:  

- Providing training for developing a Business plan.
- Supervision for preparation of trainees' Business projects.
- Mentoring and consulting beneficiaries received a grant to realize of Business Project.

## EDUCATION AND TRAINING

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01/09/2001–30/06/2006 **Diploma (Specialist), in International Economics major** EQF level 7  
The Tajik State University of Commerce, Dushanbe (Tajikistan)  
General: English, Politology; Law; Sociology, Philosophy, Management, Marketing.  
Occupational: Economics, World Economy; International Economic Relations; International Business.

12/06/2022–18/06/2022 **Josip Juraj Strossmayer University of Osijek (Osijek, Croatia)**  
International Staff Visit in the framework of the Erasmus+

- 06/03/2022–03/06/2022 **University of Seville (Seville, Spain)**  
 Research mobility in the framework of the Erasmus+ KA107 International Credit Mobility. Research topic: Features of improving the competitiveness of universities in modern conditions
- 26/03/2021–02/04/2021 **Istanbul Okan University (Istanbul, Turkey)**  
 Visiting Workshop in the framework of the project: Improvement of economic undergraduates' competitiveness on the basis of principles of the Bologna process
- 02/02/2020–09/02/2020 **Varna University of Management (Varna and Dobrich campuses, Bulgaria)**  
 Visiting Workshop in the framework of the project: Strategic directions for improving the quality of education and competitiveness of the HEIs
- 15/09/2019–22/09/2019 **Mykolas Romeris University (Vilnius and Kaunas campuses, Lithuania)**  
 Visiting Workshop in the framework of the project: Strategic directions for improving the quality of education and competitiveness of the HEIs
- 13/05/2019–17/05/2019 **Certificate for Preparation of educational standards and study programmes**  
 IET TSUC, Khujand (Tajikistan)
- 01/06/2016–05/06/2016 **Certificate in Preparation of Analytical Economic Reports**  
 GIZ Office Dushanbe, Dushanbe (Tajikistan)
- 21/07/2014–25/07/2014 **Training of Trainers courses on business–planning**  
 GIZ Office Dushanbe, Dushanbe (Tajikistan)
- 23/04/2012–27/04/2012 **Training courses on the implementation of Sanitary and Technical Barriers on Trade measures under the WTO framework**  
 Chamber of Commerce and Industry of Tajikistan, Khujand (Tajikistan)

**PERSONAL SKILLS**

Mother tongue(s) Tajik

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B2	B2	B2	B2	B2
IELTS (Academic)					
Russian	C2	C2	C2	C2	C2
Uzbek	C2	C2	C2	C2	C2

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user  
 Common European Framework of Reference for Languages

**Communication skills**

Good communication skills gained through my long-term experience of working as a Lecturer at the IET TSUC for English speaking students and providing negotiations and workshops with local and international partners in the framework of educational and business projects, Enactus teams activity, etc.

**Organizational/managerial skills**

I am constantly developing my managerial and organizational skills due to my activity as:

- the manager of the HEI project I was responsible to organise and coordinate the cooperation of the academic staff/Curriculum developers and representatives of the Business/Labour market.
- the Business-advisor of the Institute's Enactus team I have managed social-oriented business projects involving more than 70 people.

**Job-related skills**

I was responsible for organizing The Scientific and Theoretical seminars of our department.

I'm a supervisor conducting an Internship by students of the World Economy and Finance and Credit in foreign economic activity study programs in the last 11 years.

My several scientific articles in the field of International relations are published in "The Collection of articles of the IET TSUC researchers":

- "Outsourcing as a modern form of the International Business", Khujand, 2010.
- "Development of innovation activities of trade companies based on foreign experience", Khujand, 2012.
- "The role of WTO in development of export-oriented industries in Tajikistan", Khujand, 2014.
- "Impact of Globalization on the economic security of small economies (the case of Tajikistan)", Khujand, 2015.
- "Features of improving the competitiveness of labour resources in modern conditions (the case of Tajikistan)", Khujand, 2017
- "Improvement of the methods of assessing the knowledge of students based on competencies necessary in labour resources", Collection of articles of participants of the International Conference "Strategic directions for improving the quality of education and competitiveness of the HEI" Khujand, 2020

**Digital skills**

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem-solving
Proficient user	Proficient user	Independent user	Independent user	Independent user

Digital skills - Self-assessment grid