



Rufat Mammadov

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WORK EXPERIENCE

20/05/2024 – 25/05/2024 Granada , Spain

VISITING LECTURER IN MARKETING GRANADA UNIVERSITY

- participated in training in marketing
- gave 8 hour lectures in marketing

09/09/2022 – CURRENT Baku , Azerbaijan

ADJUNCT LECTURER IN STRATEGIC MANAGEMENT AND PRINCIPLES OF MARKETING ADA UNIVERSITY

give lectures on Strategic Management
give lectures on Principles of Marketing
give lectures on Marketing Management

15/11/2022 – 20/11/2022 Tomar, Portugal

VISITING LECTURER INSTITUTO POLITECNICO DE TOMAR

- participated in trainings in Entrepreneurship
- gave seminars in Entrepreneurship Education

15/09/2022 – 15/01/2023 Shanghai, China

LECTURER OF MANAGEMENT AZERBAIJAN CUSTOMS ACADEMY AND SHANGHAI UNIVERSITY

gave Shanghai University students Management lectures

15/09/2022 – CURRENT Baku

ADJUNCT LECTURER OF BUSINESS AND INTERNATIONAL BUSINESS AZERBAIJAN CUSTOMS ACADEMY

12/05/2019 – 18/05/2019 Newcastle, United Kingdom

VISITING LECTURER NEWCASTLE UNIVERSITY

- Participate in trainings on Entrepreneurship Education
- Prepare the report on trainings received in Newcastle University

03/2019 – 05/2019 Ganja, Azerbaijan

TRAINER OF MANAGEMENT AZMARKETINQ LLC

- Prepare lectures on management
- Prepare course outline
- Prepare projects
- Evaluate participants
- Prepare report on course progress

24/03/2019 – 30/03/2019 Brno, Czechia

VISITING LECTURER IN MARKETING MASARYK UNIVERSITY

- Prepare lectures on Internet marketing and Marketing
- Prepare course outline for "Analytics and metrics" in Internet marketing
- Prepare course outline for "Product strategies" in marketing
- Prepare projects for students and evaluate them
- Prepare final report on my stay in Brno

08/2018 – CURRENT Balakan, Azerbaijan

TRAINER OF MARKETING AND BRANDING UNDP BAKU OFFICE

- Organize training materials
- Organize sessions
- Give training to entrepreneurs
- Evaluate them
- Prepare final report

14/02/2017 – 01/01/2018 Baku, Azerbaijan

ADJUNCT LECTURER IN MANAGEMENT AND MARKETING ISE (INTERNATIONAL SCHOOL OF ECONOMICS), UNEC

16/02/2017 – CURRENT Baku, Azerbaijan

LECTURER ON ADVERTISING MANAGEMENT, MARKETING AND MARKETING MANAGEMENT MINISTRY OF EDUCATION, SABAH GROUPS, UNIVERSITY OF ECONOMICS

17/02/2017 – CURRENT Baku, Azerbaijan

ADJACENT LECTURER IN MBA PROGRAMME ON INTERNATIONAL MANAGEMENT, DIGITAL MARKETING, MARKETING STRATEGY UNIVERSITY OF ECONOMICS

16/01/2017 – CURRENT Baku, Azerbaijan

FULL STAFF LECTURER BAKU ENGINEERING UNIVERSITY

- works as full staff lecturer in Business Administration Department
- gives lectures in Strategic Management, Marketing, Business

15/02/2017 – 01/01/2019 Baku, Azerbaijan

VICE-CHAIR OF BUSINESS ADMINISTRATION DEPARTMENT, SENIOR LECTURER BAKU ENGINEERING UNIVERSITY

As the Vice - Chair of Business Administration Department my main activities include;

- Organizing weekly meetings with the department's staff,
- Routinely conducting small scaled meetings with Department Authorities in relation to education quality development,
- Controlling the automated personnel information system,
- Preparing the orientation program for the newly accepted lecturers once in the beginning of each semester,

The responsibilities follow;

- Preparing reports on personnel development
- Controlling the flow of courses
- Conducting the disciplinary meetings
- Motivating Department Staff in achieving the operational goals.

As the academician and senior lecturer of the Department my main responsibilities are as follow;

- To develop personal academic experience,
- To give lectures on Marketing, Management and Business,
- To follow the modern trends in the economy and try to build connections with the topics and the modern trends,
- To publish scientific articles in scientific journals.

11/01/2016 – 20/05/2016 Baku, Azerbaijan

LECTURER ON "EDUCATION MANAGEMENT AND MONITORING" MINISTRY OF EDUCATION

- Prepare lectures on education management
- Assist school directors in preparing curriculum
- Prepare standards for evaluation staff
- Evaluate directors and director nominees' knowledge on education management
- Help them to better understand how to manage the school

01/09/2009 – 14/02/2017 Khirdalan, Baku, Azerbaijan

VICE CHAIR OF BUSINESS ADMINISTRATION DEPARTMENT, SENIOR LECTURER QAFQAZ UNIVERSITY

As the Vice - Chair of Business Administration Department my main activities include;

- Organizing weekly meetings with the department's staff,
- Routinely conducting small scaled meetings with Department Authorities in relation to education quality development,

- Controlling the automated personnel information system,
- Preparing the orientation program for the newly accepted lecturers once in the beginning of each semester,

The responsibilities follow;

- Preparing reports on personnel development
- Controlling the flow of courses
- Conducting the disciplinary meetings
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- To follow the modern trends in the economy and try to build connections with the topics and the modern trends,
- To publish scientific articles in scientific journals.

01/10/2013 – 31/10/2013 Warsaw, Poland

VISITING LECTURER IN MARKETING WARSAW STATE UNIVERSITY

Gave lectures in Marketing

01/01/2006 – 05/08/2009 Izmir, Türkiye

EXPORT AND IMPORT MANAGER (ELECTRONIC COMMERCE) BEYKA TARIM LTD

As the Export and Import Manager my main responsibilities included;

- Routinely checking the market for the prices of different agricultural goods from India, China, Brazil, the US, Ghana, and Azerbaijan,
- Preparing the proposals for the suppliers,
- Pursuing the suppliers for the price,
- Conducting meetings with the suppliers,
- Preparing price list for the importers,
- Preparing the contracts,
- Using Alibaba to perform online purchasing,
- Using e-commerce means to realize sales in home country.

05/09/2005 – 29/11/2006 Istanbul, Türkiye

RECEPTIONIST BEST WESTERN SPECTRA HOTEL

My main responsibilities were;

- To check in the guests to the Hotel,
- To finalize the check out of the guests,
- To control the empty rooms,
- To prepare monthly reports on room occupancy rates,
- To coordinate the activities of house keeping personnel.

● **EDUCATION AND TRAINING**

01/01/2024 – CURRENT Burdur , Türkiye

PHD IN BUSINESS ADMINISTRATION Mehmet Akif University

Website maku.edu.az

01/02/2019 – CURRENT Baku, Azerbaijan

PHD IN MARKETING Baku Engineering University

As the PhD candidate my responsibilities are given below;

- To write the thesis,
- To publish 5 scientific articles in the accepted scientific journal by Azerbaijan Higher Attestation Committee under the President of Azerbaijan Republic,
- To present the results of the scientific research in academic conferences and seminars organized by local and international institutions,
- To defend the thesis in Azerbaijan National Academy of Sciences.

National classification PhD level

01/10/2005 – 01/02/2009 Izmir, Türkiye

MASTER DEGREE IN TOURISM AND MANAGEMENT Dokuz Eylul University

19/05/2024 – 25/05/2024 Granada, Spain

CERTIFICATE OF ATTENDANCE Granada University

15/11/2022 – 19/11/2022 Tomar, Portugal

CERTIFICATE OF ATTENDANCE Instituto Politecnico de Tomar

12/05/2019 – 19/05/2019 Newcastle , United Kingdom

CERTIFICATE OF ATTENDANCE Newcastle University

25/03/2019 – 29/03/2019 Brno, Czechia

CERTIFICATE OF PARTICIPATION Masaryk University

- occupational techniques (making of standard breads, fancy breads, cakes and pastries)
- science applied to food and equipment (microbiology, biochemistry, hygiene)
- occupational technology (basic principles, hygiene and safety)
- knowledge of business and its economic, legal and social context

Field of study Erasmus Staff Exchange Program

11/01/2019 – 13/01/2019

CERTIFICATE OF ATTENDANCE Newcastle University

Field of study Train the Trainer (TtT) program on Enterprise and Entrepreneurship Education (EEE)

19/11/2018 – 22/11/2018 Baku , Azerbaijan

CERTIFICATE OF PARTICIPATION Middlesex University

Training series programme organised by Middlesex University

"Recognition and Transfer of Credit Allocation and Grading Systems"

11/01/2016 – 20/05/2016 Baku, Azerbaijan

CERTIFICATE OF APPRECIATION Ministry of Science and Education

- Organized Management courses for School Directors
- Organized Education management and control for School Directors

Field of study Education for School Directors

25/02/2016 Baku, Azerbaijan

CERTIFICATE OF ATTENDANCE Dr. Esin Sile Partner and CEO of MindBridge Partners \ Qafqaz University

Getting Faculty Engaged in Entrepreneurship: Trends in technological and entrepreneurial development

01/10/2013 – 31/10/2013 Warsaw, Poland

CERTIFICATE OF ATTENDANCE Warsaw State University, Faculty of Management

- occupational techniques (making of standard breads, fancy breads, cakes and pastries)
- science applied to food and equipment (microbiology, biochemistry, hygiene)
- occupational technology (basic principles, hygiene and safety)
- knowledge of business and its economic, legal and social context

Field of study Visiting Lecturer

15/12/2009 – 17/12/2009 Baku, Azerbaijan

CERTIFICATE OF ATTENDANCE Dr. Gregory H. Watson - "Business Excellence Solutions" Ltd. and Azerbaijan Quality Association

"Quality Strategy: Creative Ideas for Efficient Management"

14/11/2009 Baku, Azerbaijan

CERTIFICATE OF APPRECIATION Qafqaz University

Field of study Academic Personnel Evaluation | **Final grade** 4,5-5

Website [deu.edu.tr](#) | **Field of study** International Strategic Management Training

Website [deu.edu.tr](#)

Field of study Computer Programs | **Final grade** Successful

● **LANGUAGE SKILLS**

Mother tongue(s): **AZERBAIJANI**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C2	C2	C2	C2	C2
RUSSIAN	C1	C2	C1	C1	C1
TURKISH	C2	C2	C2	C2	C2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● **DIGITAL SKILLS**

Digital Skills - Test Results

 Information and data literacy	ADVANCED	Level 6 / 6
 Communication and collaboration	ADVANCED	Level 5 / 6
 Digital content creation	INTERMEDIATE	Level 4 / 6
 Safety	ADVANCED	Level 6 / 6
 Problem solving	ADVANCED	Level 6 / 6

Results from [self-assessment](#) based on [The Digital Competence Framework 2.1](#)

● **PUBLICATIONS**

Publications

All publications are provided in the link below.

Link https://scholar.google.com/citations?view_op=search_authors&mauthors=Rufat+Mammadov&hl=en&oi=ao

● **CONFERENCES AND SEMINARS**

23/12/2017 Baku, Azerbaijan

I Marketing Summit on Made in Azerbaijan Brand

05/05/2017 – 06/05/2017 Baku, Azerbaijan

I International Scientific Conference of Young Researchers

Conferences

III International Scientific Conference of Young Researchers, Qafqaz University, Baku, Azerbaijan, 17-18 April 2015

Conferences

IV International Congress on Caucasus and Central Asia in the Globalization Process, Qafqaz University, 02-04 May, 2014

Conferences

First Baku Forum of Economic Think-Tanks of Economic Cooperation Organization Member States and First Conference on Energy, Regional Integration and Socio-Economic Development, ECO Member States, Baku, Azerbaijan, 5-6 September 2013

Conferences

Orta Asiya Ulkelerinde Piyasa Ekonomisine Gecis Surecinde Karsilasilan Sorunlar ve Yatirim Imkanlari, Konya, Turkey, 13-14 June 2013

Conferences

8th Silk Road International Conference on "Development of Tourism in Black and Caspian Seas Regions", Tbilisi-Batumi, Georgia, 24-26 May 2013

Conferences

7th Silk Road International Conference on "Challenges and Opportunities of Sustainable Economic Development of Eurasian Countries", Tbilisi-Batumi, Georgia, 24-25 May 2012

Conferences

11th International Conference on "Social Responsibility, Professional Ethics and Management", Ankara, Turkey, 24-27 November 2010

Conferences

III International Congress on "Caucasus and Central Asia in the Globalization Process", Baku, Azerbaijan, 15-17 October 2010

21/04/2008 Izmir, Turkiye

Conference on Special Activities in Destination Marketing

06/12/2007 Izmir

Conference on Partnership in Destination Marketing Network

09/05/2006 – 11/05/2006 Izmir, Turkye

5th International Ege University Conference

ORGANISATIONAL SKILLS

Organisational skills

- team building skills
- leadership skills
- organizational skills

● **COMMUNICATION AND INTERPERSONAL SKILLS**

Communication and interpersonal skills

- excellent communication skills gained through my teaching experience,
- good contacts skill gained while working as export and import manager.

● **JOB-RELATED SKILLS**

Job-related skills

- good command on time - management
- coaching skills

● **BRAND PROJECT**

Brand project

Re-branding of "Yeni Heyat" into "Nohur Çay Family Holiday & Restaurant". Building brand strategy for the "Nohur Çay Family Holiday & Restaurant". 2018, Qabala/Azerbaijan

Brand project

Evaluating customer satisfaction and customer loyalty to the brand in Divan Hotel Baku, 2017

Brand project

Building brand recognition in Opera Hotel Baku, 2017, Baku/Azerbaijan

Brand project

Building brand recognition for "Başkent" restaurant in 3rd micro district, 2015, Baku/Azerbaijan

● **GIVEN TRAININGS**

Given trainings

Training in Management to the students of Ganja Technological University, March-May, 2019

Given trainings

Training of "How to build marketing strategy" given to top managers of Humanitarian Subjects Gymnasium, 2018, Baku/Azerbaijan

Given trainings

11/01/2016–20/05/2016 - Management for directors, Organized by Ministry of Education

● **GIVEN TRAINING**

Given training

Give training in Branding, re-branding and branding strategies, Balakan, Azerbaijan, December 2018

● **DRIVING LICENCE**

Driving Licence: B

● **CERTIFICATES**

Language Certificate

Certificate from Masaryk University

Certificate from Instituto Politecnico de Tomar

Certificate from Warsaw State University

20/05/2024 – 25/05/2024

Certificate from Granada University

05/2019 – 05/2019

Certificate from Newcastle University
