Department of Agricultural Economics

Texas A&M University

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ANNA YERITSYAN

Skilled research professional with over 10 years of experience in agribusiness research and consultancy and over 15 years of experience in teaching. Competent in project management, capable of guiding research teams while working under pressure in demanding circumstances. Rich experience in working with international research partners in analyzing regional agricultural trends and patterns. Profound experience in connecting academia with industry, including joint development project with leading firms in the agribusiness sector, as well as students’ internship placement within public and private sectors in Armenia and Georgia.

My career objectives include utilizing my professional and academic background to foster agribusiness research and outreach, while providing quality education for the students.

**EDUCATION**

**Ph.D. ‑ Agricultural Economics, Texas A&M University, 2018 ‑ current.**

Expected graduation date: December, 2022.

Tentative Dissertation Title: Academic Teaching Issues and Policies

**Micromasters Courses in Logistics and Supply Chain Management ‑ MIT Online, 2016-2017.**

Certificates in

* Supply Chain Analytics
* Supply Chain Fundamentals
* Supply Chain Design
* Supply Chain Dynamics, and
* Supply Chain Technology and Systems

**MBA – American University of Armenia (Affiliate of UCLA), November 2005**.

Concentration – Marketing, Minor- Finance

**BS in Economics - Armenian State Economic University, June 1998.**

Concentrations - Finance and Banking

**PROFESSIONAL EXPERIENCE**

**Graduate Assistant, Texas A&M University, College Station, TX, 2018- current**

* Prepared PhD students for the Qualifying Exams in Econometrics and Microeconomics
* Assumed teaching assistant duties (grading and holding help desk sessions)
* Volunteered as a Research Assistant at Human Behavior Lab

**Student Technician, Economic Research Lab, Texas A&M University, College Station, TX, Summer-Fall, 2019**

* Updated and composed data collection forms
* Supported in IRB application process update
* Managed online data collection process
* Coped with payments to respondents in College Station and Prairie View campuses
* Handled bookkeeping and payment logs

**Research Director, International Center for Agribusiness, Research and Education (ICARE), Yerevan, Armenia, 2014- 2018**

* Supervised Research Division activities and resolved project personnel issues
* Managed all project reports and proposals
* Established successful partnership with the Ministry of Agriculture and directed international donor organizations and local partners
* Developed study programs based on leading Universities curriculum and customized to the local job market needs
* Increased the capacity of students as future agribusiness practitioners through exposing students to real business situations via engaging them in the research division activities**.**

**Fields of research**

* Industry analysis
* Value chain analysis
* Agricultural productivity
* Agricultural insurance
* Agrifood trade

**Lecturer, International Center for Agribusiness, Research and Education (ICARE), Yerevan, Armenia, 2006-2014**

**Subjects taught**

* Principles of Marketing (taught 3 times) SET **4.91** out of 5
* Marketing Management (taught 4 times) SET **4.94** out of 5
* Introduction to Agricultural Economics (taught 5 times) SET **4.84** out of 5
* Macroeconomics (taught 2 times) SET **4.89** out of 5
* Module on Agricultural Trade (taught 2 times)
* Module on Organic Agriculture Principles (taught 2 times)

**Researcher, International Center for Agribusiness, Research and Education (ICARE), Yerevan, Armenia, 2006-2014**

* Implemented surveys and interviews using the common qualitative and quantitative data collection tools and methods
* Performed analysis of the collected data using EXCEL, SPSS and STATA
* Composed management reports and presented findings to partner organizations officials

**Monitoring and Evaluation Consultant, Optimal Solutions LLC, –Evaluation of USAID/Armenia Entrepreneurship and Civic Activism for Young People Project, Yerevan, Armenia 2013 -2014**

* Developed project evaluation design and methodology
* Developed evaluation indicators and stakeholders’ interview protocols
* Administered site level data collection, including interviews with project advisors, government officials, and high schools’ administrations across the country
* Analyzed collected data and reported on findings
* Provided recommendations about areas of possible improvement

**Senior Business Advisor, Baker Tilly Armenia, an independent member of Baker Tilly International, Yerevan, Armenia, 2005-2008**

* Led a team of monitoring and evaluation professionals
* Advised on business practices
* Composed business plans aimed at attracting financing for the business
* Implemented data collection through nationwide representative surveys
* Analyzed the data and reported the findings

**Areas of Expertise**

* Risk management and risk evaluation
* Financial literacy
* Costing analysis (healthcare and construction sectors)
* Business planning

**Internal Auditor, Customer Service Representative, Dillard’s Department Store, College Station, TX (2000- 2003)**

* Filed in special order requests to other branches
* Handled store bookkeeping, including entering checks and cash in the system and sending those to the bank
* Handled customer complaints
* Implemented internal audit duties

**Community Assistant, Texas A&M University Apartments Complex, College Station, TX (2001- 2003)**

* Coordinated educational events for the community members
* Addressed residents’ problems and took maintenance requests after the business hours

**PUBLICATIONS**

Yeritsyan, A. and J.W. Mjelde, K. Litzenberg “Grade Inflation or Grade Increase” Journal of Agricultural and Applied Economics (JAAE), accepted in 2022.

Urutyan V., A. Yeritsyan “Assessment of training needs of winemakers and management systems of the wineries in Armenia”, Jan. 2015, Full text available on the Researchgate <https://www.researchgate.net/publication/281232083_Assessment_of_training_needs_of_winemakers_and_management_systems_of_the_wineries_in_Armenia>

“Emigration in the South Caucasus Republics – Case of Armenia” Fellowship CRRC- Armenia (In collaboration with Dr. Armen Asatryan) - Research Journal of the ooi Senior Academy - RJooiSA,T, ISBN 0-9703797-5-7 Volume 8 Number 1 Spring 2008.

**CONFERENCE PRESENTATIONS**

Yeritsyan, A. and J.W. Mjelde. “Is there a Need for Grading Reform? Differences in Grading Patterns between Departments in the College of Agriculture and Life Sciences at Texas A&M.” Presented at Agricultural and Applied Economics Association Annual Meetings, Austin, TX, August 2021

Tadevosyan L., N. Mirzoyan, A. Yeritsyan, N. Avetisyan “Achievement of Sustainable Groundwater Exploitation through the Introduction of Water-Efficient Usage Techniques in Fish Farms” paper presented on ICABR Conference in UC Berkeley, June 2017. Full text available on the Researchgate https://www.researchgate.net/publication/317618275\_Achievement\_of\_Sustainable\_Groundwater\_Exploitation\_through\_the\_Introduction\_of\_Water-Efficient\_Usage\_Techniques\_in\_Fish\_Farms

Yeritsyan A., H. Mnatsakanyan, L. Tadevosyan [" SMART " Approach to Efficient Water Resources Usage”](https://www.researchgate.net/publication/314238615_SMART_APPROACH_TO_EFFICIENT_WATER_RESOURCE_USAGE?_sg=_uaxyd2_GP8aBqSidYWsXw-g0-MjHwnCP3pq9DGyswKn1-c4wlRvk0-jrSy2Qff-J_7BmEX5rEuvhPg)  paper presented on ICABR Conference in Ravello, Italy, June 2016. Full text available on the Researchgate at ttps://www.researchgate.net/publication/317618275\_Achievement\_of\_Sustainable\_Groundwater\_Exploitation\_through\_the\_Introduction\_of\_Water-Efficient\_Usage\_Techniques\_in\_Fish\_Farms

Yeritsyan A. H. Mnatsakanyan, V. Urutyan “Factors affecting smallholder wheat production in Armenia”, Armenian Economic Association Conference June 2016

Yeritsyan A. “Agribusiness Export Policies in Armenia” presentation at the expert round table in best practices in export promotion by FAO at Leibniz Institute of Agricultural Development in Transition Economies, Germany, May, 2016.

Urutyan V., A. Yeritsyan “Food Losses and Wastes in the Armenian Agri-food Chains” IAMO International conference, Nov. 2014 Full text available on the Researchgate https://www.researchgate.net/publication/291821317\_Food\_Losses\_and\_Wastes\_in\_the\_Armenian\_Agri-food\_Chains

**GRANT PROPOSALS**

National Academy of Sciences grant within the scope of the Partnership for Enhanced Engagement in Research (PEER) for the project called “[Sustainable Fisheries for Enhanced Water Resources in Armenia” (SFEWRA)](https://sites.nationalacademies.org/PGA/PEER/PEERscience/PGA_168072)

Budget - 235,800 USD

Position – Co-PI

Austrian Partnership Programme in Higher Education and Research for Development (APPEAR) grant called “Building Organic Agriculture in Armenia” (BOAA)

Budget – 268,753 Euros

Position – Project Coordinator in Armenia

Grant from IFC of the World Bank for development of the Greenhouse Crop Production Management course

Budget – 52,580 USD

Position – Project Coordinator

Other, smaller grants from international and local development organizations, such as FAO, GIZ, Swedish Public Employment Services, UNDP, ADA, and KFW with total budget of 205, 998 USD.

**CHAIR ON SCIENTIFIC CONFERENCES**

Chair on Agricultural Economics session - Armenian Economic Association Conference June 2018, Yerevan, Armenia

Chair on Agricultural Economics session - Armenian Economic Association Conference June 2017, Yerevan, Armenia

Chair on Agricultural Economics II session - Armenian Economic Association Conference June 2016, Yerevan, Armenia

Co-Chair ICABR - 20th Conference of International Consortium on Applied Bioeconomy Research, Ravello, Italy, June, 2016

**MEMBERSHIP AND PARTICIPATION IN PROFESSIONAL ORGANIZATIONS**

* Agricultural and Applied Economic Association member
* FAO National expert on agricultural trade and food security in Armenia
* FSN Forum expert on youth in agriculture
* Armenian representative for International Farm Comparison Network (IFCN)
* Representative in Agricultural Alliance of Armenia
* Armenia representative of AGRICISTRADE (Exploring the potential for agricultural and biomass trade in the Commonwealth of Independent States)