



Nazrin Guliyeva

Dynamic and results-oriented Stakeholder Engagement and Partnership professional with over 5 years of experience across public sector, international organizations, and private sector initiatives. Proven in building strategic partnerships, managing international cooperation, and delivering high-impact programs and events. Strong in communication management, stakeholder relations, and driving measurable institutional outcomes.

CONTACT



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Nazrin Guliyeva

EDUCATION

MBA- Organizations Management

- Azerbaijan State Oil and Industry University (2025-2027)

Bachelor's in Information Technology

- Azerbaijan State Oil and Industry University (2022-2025)

- FLEX Exchange Program**

Adel DeSoto Minburn High School (2021-2022)

Skills

- Business Development:** Partnership acquisition, sales strategy, stakeholder engagement.
- Project and Event Management:** Budget planning, facility oversight, risk assessment.
- Leadership & Communication:** Team management, negotiation, public speaking.
- Technical Proficiency:** Jira, MS Office, CRM tools, marketing analytics.
- Languages:** Azerbaijani (Native), English (Fluent), Turkish (Advanced), Russian (Intermediate), Spanish (Beginner).

ACHIEVEMENTS AND AWARDS

- Recipient of the Alumni Outreach Capacity Building Program Award – US Embassy Baku
- Recipient of the Dedicative Member of USG Alumni Network – US Embassy Baku

EXPERIENCE

Senior Specialist - Corporate Sector

Digital Finance Center (Ministry of Finance)

(2025 – Present)

- Establishing and managing international partnerships with public and private sector institutions, multilateral organizations, and global stakeholders
- Coordinating and facilitating international cooperation initiatives, including bilateral and multilateral engagements
- Leading stakeholder engagement strategies to strengthen institutional relationships and long-term collaboration
- Managing internal and external communications to ensure consistent institutional messaging and alignment with strategic objectives
- Enhancing the national and international visibility and recognition of the Digital Finance Center through strategic positioning and representation
- Coordinating and ensuring institutional participation in local and global conferences, forums, and high-level events related to digital finance and innovation
- Supporting the alignment of the organization with corporate governance standards and best international practices

Chairperson of the Executive Board

The U.S. Educated Azerbaijani Alumni Association

(2025 – Present)

- Leading strategic vision and governance of the Alumni Association for the 2025–2027 term
- Coordinating alumni events, ABCC, professional development programs, and collaborations
- Overseeing board activities, alumni engagement, and communications across various sectors and regions
- Managing stakeholder partnerships, local and international entities/companies and local organizations
- Launching new initiatives including thematic networking events, industry-specific meetups, and training bootcamps

B2B Sales Business Development Specialist

Bolt Business

(2022 – 2025)

- Conducting targeted outreach to large and small businesses to promote Bolt Business transportation solutions
- Managing full sales cycle from lead generation and pitching to closing deals and onboarding clients
- Collaborating with cross-functional teams to customize offerings and ensure client satisfaction
- Driving customer growth and market penetration in Azerbaijan by identifying strategic partnerships
- Using CRM tools to track sales metrics, optimize campaigns, and forecast business outcomes

Program Manager

The U.S. Educated Azerbaijani Alumni Association

(2022 – 2025)

- Secured and expanded sponsorships and partnerships to strengthen organizational initiatives.
- Directed strategic events, including the Azerbaijan Business Case Competition (ABCC), delivering annual growth and enhanced visibility.
- Developed comprehensive project plans ensuring timely execution within budget constraints.
- Fostered relationships with corporate sponsors, including financial institutions and multinational companies.

International Relations and Projects Advisor

National Assembly of Youth Organizations of the Republic of Azerbaijan

(2023 – Present)

- Spearheaded international collaborations, securing funding and partnership opportunities for large-scale youth initiatives.
- Drafted and implemented project proposals aligned with organizational goals and international standards.

Project Manager

The US Embassy Baku

(2023 – Present)

- Organized and managed alumni programs, including summits, gala nights, and capacity-building workshops.
- Oversaw event budgets, logistics, and stakeholder communication.
- Strengthened the network of alumni through engaging initiatives and strategic partnerships.

ICT Onsite Support Coordinator

Kronos Enterprise, COP29

(2024)

- Supported ICT operations to ensure smooth communication and technology workflows during COP29 events.

International Relations Division Task Force

Ministry of Youth and Sport of the Republic of Azerbaijan

(2024)

- Contributed to the development of collaborative projects focused on youth and sustainability