

## MARO DETLOFF

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Nationality: Armenian

### WORK EXPERIENCE

[2023 - current] **Head**

Chair of Marketing

European University of Armenia

Yeravan, Armenia

[2019 - current] **Associate professor**

Chair of Agrarian Economics

Armenian National Agrarian University

Yeravan, Armenia

[2012 - current] **Associate professor**

Chair of Economics and Management

International Scientific Educational Center of NAS RA

Yerevan, Armenia

[2018 - current] **Associate Professor**

Chair of Administration

Public Administration Academy of the RA

Yeravan, Armenia

[2022 - 2023] **Research Associate**

Institute of Economics Named After M. Kotanyan,

National Academy of Sciences of RA

Yeravan, Armenia

[2018 - 2021] **Associate Professor**

International Scientific Educational Center, NAS,

Public Administration Academy of the RA, in the scope of Business Administration Distance Learning Program

Yeravan, Armenia

[2012 - 2018] **Associate Professor**

Chair of Product Science and Marketing

Armenian National Agrarian University

Yeravan, Armenia

[2015] **Marketing Manager**

Eurobaza Company

Yeravan, Armenia

[2006 - 2012] **Lecturer**

Chair of Agro-Food System

Armenian National Agrarian University

Yeravan, Armenia

[2005 - 2006] **Head**

Sales and Delivery Department  
Armenian-Canadian Grand Tobacco JV LLC  
Yeravan, Armenia

[2004 - 2005] **Senior Sales Specialist**

Sales and Delivery Department  
Armenian-Canadian Grand Tobacco JV LLC  
Yeravan, Armenia.

[2002 - 2004] **Marketing Specialist**

Marketing Department  
Armenian-Canadian Grand Tobacco JV LLC  
Yeravan, Armenia

## **EDUCATION**

[2014 - 2016] **Master's Degree in Jurisprudence**

International Scientific Educational Center of NAS  
Yerevan, Armenia

[2006] **PhD in Economics**

Armenian State University of Economics – [www.asue.am](http://www.asue.am)  
Yerevan, Armenia

[2001 – 2004] **Postgraduate Study**

Yerevan State Institute of Economics  
Yerevan, Armenia

[1996 – 2001] **Higher Education, Economist-Marketer Specialist, Diploma with Honour**

Yerevan State Institute of Economics  
Yerevan, Armenia

## **PUBLICATIONS**

[2017] “NECESSITY OF LEGAL REGULATION OF ECONOMIC COMPETITION IN THE REPUBLIC OF ARMENIA”, Bulletin, Armenian State Agrarian University, International Scientific Journal/2, pp. 73-76, Yerevan, Armenia

[2018] Methodological Instructions for Coursework in the Subject "Marketing Analysis", Armenian State Agrarian University, Yerevan, Armenia

[2021] “THE WAYS OF FORMING THE LOGISTIC CHAIN OF PLASTIC WASTE RECYCLING IN RA”, "Development of Research Capabilities" International Conference (June 18, 2021), Collection of Scientific Articles, International Scientific and Educational Center of the National Academy of Sciences of the Republic of Armenia, pp. 227-236, Yerevan, Armenia

[2022] “IN THE CONTEXT OF INTRODUCING GREEN MARKETING, THE NECESSITY OF APPLICATION OF REVERSE LOGISTICS IN RA”, "The Contemporary Issues of Socio-Economic Development in the Republic of Armenia", Collection of Scientific Articles 2022, N2, NAS RA, Institute of Economics Named After M. Kotanyan, pp. 355-365, Yerevan, Armenia

[2023] “PROBLEMS AND RESULTS OF ASSESSMENT OF CORRUPTION PERCEPTION IN THE REPUBLIC OF ARMENIA”, Co-author, "The Contemporary Issues of Socio-Economic Development in the Republic of Armenia", Collection of Scientific Articles 2023, N1, NAS RA, Institute of Economics Named After M. Kotanyan, pp. 16-33, Yerevan, Armenia

[2023] “ANTI-CORRUPTION MEASURES IMPLEMENTED IN THE REPUBLIC OF ARMENIA AND THE BASIS OF THEIR REGULATION”, Co-author, "The Contemporary Issues of Socio-Economic Development in the Republic of Armenia", Collection of Scientific Articles 2023, N1, NAS RA, Institute of Economics Named After M. Kotanyan, pp. 69-86, Yerevan, Armenia

[2023] “SECONDARY RESOURCE MANAGEMENT ISSUES IN REPUBLIC OF ARMENIA”, "Katchar" Scientific Periodical N2, International Scientific and Educational Center of NAS RA, pp. 94-106, Yerevan, Armenia

[2023] “NECESSITY AND PROBLEMS OF IMPLEMENTING THE CONCEPT OF CIRCULAR ECONOMY IN THE REPUBLIC OF ARMENIA”, “Eurasian Economic Integration and Sustainable Development in the Conditions of Global Transformation”, Collection of Articles of the International Scientific and Practical Conference, Financial University under the Government of the Russian Federation , ANAU, etc., pp. 25-30, Krasnodar

## **OTHER**

[10/07/2023 – 14/07/2023] **Certificate of attendance for training mobility**  
Erasmus+, Hellenic Republic, Democritus University of Thrace  
Alexandroupolis, Greece

[12/06/2023 – 16/06/2023] **Letter of confirmation for training mobility**  
Erasmus+, Hochschule Geisenheim University  
Geisenheim, Germany

[27/02/2023] **Certificate of Proficiency in English at CEFR level B2**  
European Institute of International Languages  
Yerevan, Armenia

[07/02/2023] **Certificate of Participation in "Active Learning and Digital Technologies in the Teaching Process: Mobile Learning and Gamification" Training Course**  
Erasmus+ PRINTEL Project, Yerevan State University

[03/02/2023] **Certificate of Participation in “Hybrid Teaching and Learning” Training Course**  
Erasmus+, PRINTEL Project, Yerevan State University

[01/02/2023] **Certificate of Participation in "Advantages and Limitations of Using Flipped Classroom Model" Training Course**  
Erasmus+, PRINTEL Project, Yerevan State University

[09/11/2022 - 11/01/2023] **Certificate of Completion in the B&R International Innovation and Development Institute Network (ANSO-BIDI) School Program**  
ANSO-BIDI Alliance of International Science Organizations, China

[11/2022] **Certificate of Participation "Digital Tools for Business" Training Course**  
BSC Business Support Center within the framework of the RECONOMY project  
Yerevan, Armenia

[07/2022] **Certificate of Participation "Back to Basics of Reinforcement Learning" Training Course**  
"FAST" Foundation, ANAU  
Yerevan, Armenia

[29/03/2021 - 01/04/2021] **Certificate of Participation "I want to be an excellent lecturer" Training Course**  
Erasmus+, TOPAS, ANAU  
Yerevan, Armenia

[27/11/2018 - 28/11/2018] **Certificate of Participation "Higher Education on Lead Entrepreneurship & Innovation Program" seminar**  
Erasmus+, Brusov State University of Languages and Social Sciences  
Yerevan, Armenia

[04/2017 - 07/2017] **Certificate of Completion "Distance Teaching and Technology" training course**  
Public Administration Academy of the RA and International Scientific Educational Center of NAS

[07/2015] **Certificate of Attendance "Organizing Vegetable Product Growth and Postsecondary Processes" Training Course**  
USDA, CARD  
Yerevan, Armenia

[06/2015] **Certificate of Attendance "Economic Challenges of Food Safety" Training Course**  
USDA, CARD  
Yerevan, Armenia

[25/05/2015 - 27/05/2015] **Certificate of Attendance "The Instructor Development Workshop" Training Course**  
USDA, CARD, AgCenter  
Yerevan, Armenia

[03/11/2014] **Certificate of Participation "Modern Teaching Technologies and Methods" Training Course**  
International Scientific Educational Center of NAS  
Yerevan, Armenia

[14/07/2014 - 25/07/2014] **Certificate of Participation "Using Information Technology During Lesson" Training Course**  
International Scientific Educational Center of NAS, RA

[13/07/2012] **Diploma for Awarding a Scientific Title of Associate Professor**  
Armenian State Agrarian University

[12/10/2007] **Certificate of Achievement "Developing Student Teaching & Learning Methods in agricultural science & technology" Training Course**  
Armenian State Agrarian University