

SONA HAYRAPETYAN
BS Agribusiness, Master of Agribusiness

(979) 436 5127, sona.hayrapetyan@tamuc.edu

EDUCATION

Master of Agribusiness (MAB)

Texas A&M University, College Station, TX, USA, May 2011

GPA: 3.54

Bachelor of Science in Agribusiness and Marketing

Agribusiness Teaching Center* (ATC), Armenian State Agrarian University, Yerevan, Armenia, Summer 2006

GPA: 3.66

*Agribusiness Teaching Center (ATC) is a joint project between Armenian State Agrarian University and Texas A&M University funded by the International Center for Agribusiness Research and Education (ICARE) foundation.

WORK EXPERIENCE

Business Analyst, January 2012-April 2015, JBS, Greeley, Colorado

- Member of Beef Business Analysis team – focusing on sales analysis
- Assisted business unit leaders in understanding what information was important, and how to use that information to improve aspects of the business operation
- Designed and updated 80+ weekly reports analyzing sales
- Managed weekly preparation of sales data averaging 95,500,000 pounds of beef and \$230,000,000 in Net Revenue
- Mentored junior staff
- Generate ad-hoc reports and analyses for Sales VPs and CEO on request

Swine Marketing Intern, Summer 2011, Novus International, Inc., St. Charles, Missouri

- Analyzed swine diets and antibiotic-free swine production opportunities
- Coordinated Pork Meat Quality Study in China with Asian Agribusiness Consulting
- Assisted with planning of company events and participated in industry events
- Updated intranet for Swine Team
- Prepared, reviewed product marketing literature pieces

Graduate Assistant, Spring 2011, Department of Agricultural Economics, Texas A&M University, College Station

- Assisted the director of MAB program in developing similar program in Armenia
- Acted as a Teaching Assistant for graduate level course “Environment of Agribusiness”

Student Worker II, Fall 2009-Fall 2010, Texas A&M University Libraries, College Station, TX

Secretary/Assistant to Head of Personal Financial Services, 2006-2007, HSBC Bank Armenia, Yerevan, Armenia

- Assisted Head of Personal Financial Services in daily tasks
- Made monthly sales reports of bank products
- Worked as a backup for customer service
- Completed correspondence

Intern, Summer 2006, Artsakh Bank, Yerevan, Armenia

- Evaluated loan applications
- Submitted applications to management
- Made daily reports for customers with overdue payments
- Made weekly loan sales reports

Student Researcher, Spring 2006, Research Project “The socio-economic analysis of the impact of the Avian Influenza panic on the Poultry Chain Actors”, ICARE/USAID, Yerevan, Armenia

- Developed questionnaire
- Conducted consumer survey in markets, food stores and supermarkets in Yerevan
- Revealed current attitudes, practices, perceptions and expectations of consumers
- Input and analyzed the collected data to identify key indicators and issues

Intern, Summer 2005, “Dilijan Frolova” LLC, Dilijan, Armenia

Student Marketing Worker, Spring 2005, “Shagamix Marketing Agency”, Yerevan, Armenia

Intern, Summer 2004, “Jermuk Group” LLC, Jermuk, Armenia

VOLUNTARY WORK

Department Representative, Fall 2010-May 2011, Graduate Student Council, Texas A&M University

Marketing Committee member, Spring 2011, Graduate Student Council, Texas A&M University

Recruitment Chair, Fall 2009- May 2011, Graduate Student Association Agricultural Economics Department, Texas A&M University

Docent, Spring 2008-present, University Galleries at Texas A&M University, College Station, Texas

Volunteer, Fall 2006, “Orran” Benevolent Non-Profit Organization, Yerevan, Armenia

Company Representative, 2005-2006, AIESEC Armenia Youth Organization, Yerevan, Armenia

Secretary General, 2004-2007, Junior Achievement Alumni of Armenia, Yerevan, Armenia

ACTIVITIES

Student Case Competition, June 19-22, 2010, International Food and Agribusiness Management Association’s (IAMA) 20th Annual World Forum and Symposium, Boston, MA

Out-of-field Judge, 2010- 2011, Student Research Week, Texas A&M University

“Leadership and Teamwork Management” Conference, July 2005, Junior Achievement Young Enterprise, Oslo, Norway

HONORS

Graduate Assistantship, Spring 2011, Agricultural Economics Department, Texas A&M University.

Master of Agribusiness Scholarship, Fall 2010, Agricultural Economics Department, Texas A&M University.

Agricultural Economics Graduate Student Association travel grant to attend 20th Annual IAMA World Forum and Symposium, June 19-22, 2010, Boston, MA.

International Food and Agribusiness Management Association (IAMA) travel grant to attend 20th Annual IAMA World Forum and Symposium, June 19-22, 2010, Boston, MA.

Master of Agribusiness Industry Partner Scholarship-Novus International, Spring 2010, Agricultural Economics Department, Texas A&M University.

Armenian Scholarship, Spring 2010, Organization of Istanbul Armenians of Los Angeles, Los Angeles, CA.

Armenian Agribusiness Scholarship, Fall 2009-Spring 2010, Agricultural Economics Department, Texas A&M University.

Junior Achievement of Armenia travel grant to attend “Leadership and Teamwork Management” Conference, July 2005, Oslo, Norway.