## Contact

Baku, Azerbaijan

www.linkedin.com/in/hellshan (LinkedIn)
hasanov.net (Personal)
www.tst.az/ (Company)


## Top Skills

Artificial Intelligence (AI)
E-procurement
Action Plan Development

## Languages

Azerbaijani (Native or Bilingual)
French (Limited Working)
English (Professional Working)
Russian (Limited Working)
Turkish (Native or Bilingual)

## Certifications

Advanced certificate in procurement and supply operations (Level 3)
Google AI Professional Certificate
Train the Trainer Bootcamp by TJWalker
Google Prompting Essentials
10th Conference of the Asia Pacific Public Electronic Procurement Network

## Honors-Awards

Finalist
Invited speaker

## Publications

Təchizat zəncirinin idarə olunmasının əsasları və terminlər lüğəti
Hər kəs üçün satınalma

# Elshan Hasanov

Strategic Procurement Advisor | Contracting Consultant | Business Trainer | Author of Two Books | Founder @TST
Baku, Baku Ekonomic Zone, Azerbaijan

## Summary


Independent consultant and business trainer in procurement and supply chain management. Author of two books on procurement and supply chain fundamentals. Experienced in training delivery, advisory services, and educational content development.


## Experience

### Tender-Satınalma-Təchizat
Founder
August 2016 - Present (10 years 2 months)
Baku, Azerbaijan

[An Azerbaijani-language portal focused on procurement, logistics, contract management, and supply chain training and outreach]

Founded and developed a leading Azerbaijani-language portal focused on procurement and supply chain topics (public procurement, purchasing, logistics, contract management). Managed content creation, published job vacancies, industry news, and blog articles, and provided advisory and training services. Built an online community of 15,000+ followers across multiple social networks. Launched the official website (www.tst.az) in December 2020. Copyright ownership transferred in 2024 to “TST Təlim və Məsləhət” LLC

### Bakı Metropoliteni QSC / Baku Metro CJSC
Local Procurement and Contract Administration Consultant (AIIB Funded Project)
February 2026 - Present (8 months)
Baku City, Baku Ekonomic Zone, Azerbaijan

As part of the Project Implementation Unit (PIU) for the Baku Metro Enhancement Project, I lead and manage complex procurement activities funded by the Asian Infrastructure Investment Bank (AIIB). My role ensures that all infrastructure development and consultant selection processes strictly adhere to international standards and AIIB Procurement Policies.

Key Responsibilities:
AIIB Compliance: Executing procurement activities for the BMEP in strict accordance with the AIIB Procurement Policy and the project's Legal Agreements.
Documentation Excellence: Developing and finalizing comprehensive Bidding Documents, Requests for Proposals (RFP), and detailed technical specifications for both international and local tenders.
End-to-End Cycle Management: Managing the full procurement lifecycle, including bidding notices, proposal evaluations, and the selection processes for consultants and contractors.
Strategic Guidance: Providing expert advice to the PIU and evaluation committees on procurement planning, contract administration, and policy interpretation to mitigate project risks.
Contract Administration: Overseeing contract execution, monitoring performance milestones, and coordinating with international stakeholders to ensure timely project delivery.

### Antiinhisar və İstehlak Bazarına Nəzarət Dövlət Agentliyi
Head of Public Procurement Analysis Department
March 2025 - November 2025 (9 months)
Baku, Azerbaijan

[Established by Presidential Decree on 27 August 2024, the Agency is the legal successor of the State Service for Antimonopoly and Consumer Market Control under the Ministry of Economy.]

Lead the Public Procurement Analysis Department, structured into two main sectors: (1) Complaints and Investigations and (2) Digitalization and Accountability. Oversee the review of procurement complaints and requests for inclusion in the registry of unreliable suppliers. Manage and develop the unified e-procurement portal, supervise analytical reporting on procurement trends, and contribute to the formulation and implementation of national public procurement policy and digital reform initiatives.

### State Service for Antimonopoly and Consumer Market Control
4 years 8 months

Deputy Head of Public Procurement Supervision Department
December 2021 - February 2025 (3 years 3 months)
Baku, Azerbaijan

[Central executive authority responsible for policy and regulation in public procurement, competition, consumer protection, and related fields. The department is the legal successor of the former State Procurement Agency]

Supported the department head on strategic procurement oversight and policy initiatives. Contributed to legislative reforms as a committee member responsible for drafting the new public procurement law, focusing on modernization and digitalization of procedures. Led improvements to internal workflows and authored the revised RFQ instruction published on 22.06.2021.

### Chief Advisor
July 2020 - December 2021 (1 year 6 months)
Baku, Azerbaijan

Handled review and resolution of public procurement complaints in line with national legislation. Contributed to legislative reform efforts by drafting amendments to the current procurement law to align with the Doing Business report recommendations (published 22.06.2021) and participated in the preparation of a new procurement law under intergovernmental review.

## Azərbaycan Texniki Universiteti
### Adjunct Lecturer
September 2021 - February 2022 (6 months)
Baku, Baki, Azerbaijan

[Teaching role under the “SABAH Magistracy” program developed by the Institute of Education for high-performing master’s students ]

Delivered the “Introduction to Supply Chain Management” course to master’s students, focusing on procurement principles, logistics, and strategic sourcing within the public and private sectors.

## The International Bank of Azerbaijan
### Senior Procurement Specialist
June 2020 - July 2020 (2 months)
Baku, Azerbaijan

[IBAR, the largest bank in Azerbaijan, is an open joint-stock company whose shares are owned by the Azerbaijan state]

Led analysis and enhancement of internal and external procurement procedures to improve compliance, efficiency, and transparency across sourcing and contract management processes.

PMD Projects LLC

Tendering and Contracting Team Leader

July 2018 - February 2020 (1 year 8 months)

Baku, Azerbaijan

[A subsidiary of PMD Group LLC focused on investment and development of construction projects]

Led the company’s tendering and contract administration functions, managing a team of 7 specialists. Oversaw the full tender lifecycle, ensured compliance with procurement policies, and supported strategic sourcing and contract execution for major construction investments.

PMD Group LLC

2 years

Senior Procurement Specialist

January 2018 - June 2018 (6 months)

Baku, Azerbaijan

[A leading property development and management company under PASHA Group, engaged in construction, renovation, and value-added residential services]

(Promotion)

Leading Pocurement Specialist

January 2017 - December 2017 (1 year)

Baku, Azerbaijan

(Promotion)

Procurement Specialist

July 2016 - December 2016 (6 months)

Baku, Azerbaijan

Led procurement activities for large-scale construction and hospitality projects under the PASHA Group, including preparation of bid documents, evaluation of offers, negotiations, and contract awards. Managed end-to-end purchasing processes—request reviews, supplier communications, price and term negotiations, and purchase order issuance. Drafted and implemented five core procurement policies (tendering, contract admin, vendor management, etc.) and associated templates. Oversaw procurement for the Lenkeran Spa & Wellness Resort and Paulaner Beer Art projects, coordinating over 25 tenders and purchases totaling $50M+.

## Azersu JSC

3 years 6 months

### Procurement Specialist at Provincial Cities Water Supply and Sewerage Project/JICA

January 2015 - June 2016 (1 year 6 months)

Baku, Azerbaijan

[Provincial Cities Water Supply and Sewerage Project]

Supported the $380M JICA-funded infrastructure project by overseeing procurement processes and ensuring full compliance with JICA guidelines and loan terms. Verified and coordinated submission of all documentation requiring JICA concurrence, including procurement plans, prequalification and bidding documents, evaluation reports, and contract amendments. Monitored procurement milestones, participated in pre-bid meetings and bid openings as an observer, and prepared periodic progress reports covering 7 construction packages, 1 consultancy, and 1 ongoing procurement.

### Procurement and contract management specialist

January 2013 - December 2014 (2 years)

Baku, Azerbaijan

[Former national water utility company responsible for water and sewerage infrastructure across Azerbaijan, as of June 2004 operating as the United Water Supply Service of Major Cities]

• Managed end-to-end procurement processes for water and sewerage infrastructure projects, including evaluation of purchase requests, drafting specifications with user departments, selecting appropriate procurement methods (RFQ, RFP, public tender), and preparing tender documents. Oversaw public tender openings, contract drafting, vendor negotiations, and compliance monitoring. Maintained the company’s contract database, ensured documentation control, and supported contract cost tracking. Handled sensitive contracts with confidentiality and ensured adherence to procurement legislation and internal policies.

## The Ministry of Defense of the Republic of Azerbaijan

Military Service

October 2011 - September 2012 (1 year)

## AzerDict

Cofounder

February 2010 - February 2010 (1 month)

Primary objective of azerdict project was to put into service multilingual electronic dictionaries and other resources for the purpose of fully mastering and proper utilization of both Azerbaijani language and foreign languages.

As a co-founder of the project main task and responsibilities were:
- Compiling dictionary database (Mainly English-Azerbaijani)
- Preparation of web content including blog entries
- Maintaining and updating dictionary database, adding multiple language support
- Dealing with marketing and customer relations

### The Village Inn Hotel and Conference Center
Work and Travel
June 2008 - August 2008 (3 months)
Rhode Island, United States

## Education

### Edinburgh Business School, Heriot-Watt University
Master of Business Administration (MBA) · (February 2019 - January 2020)

### Boğaziçi University
Undergraduate, International Relations and Political Science · (September 2006 - June 2011)

### Baku Turkish Anatolian High School
High school diploma · (2002 - 2006)