

Utkirbek Kakhorov

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Summary:

Dynamic Project and Business Development Professional with proven experience in **international hospitality, entertainment, and franchise development**. Skilled in leading high-profile projects from concept to launch, building strategic partnerships, and driving operational excellence across multicultural environments.

Known for exceptional communication, negotiation, and coordination skills, with a **track record of successfully managing stakeholder expectations** between global franchisors, investors, and government entities.

Fluent in **English, Russian, Uzbek, and Turkish**, with a strong understanding of **cross-cultural business practices**. Passionate about developing **world-class hospitality concepts** that enhance brand presence and elevate urban lifestyle experiences.



EXPERIENCE

Deposit Guarantee Agency of the Republic of Uzbekistan

Leading Specialist, International Cooperations Department

Tashkent, Uzbekistan / 2025-present

Key Responsibilities & Achievements:

- Coordinated and maintained institutional cooperation with foreign deposit guarantee agencies, international financial organizations, and partner institutions.
- Organized and facilitated bilateral and multilateral meetings, official visits, study tours, and technical exchange programs with international counterparts.
- Prepared analytical briefs, background notes, agendas, minutes, and official correspondence for international engagements.
- Participated in the development and implementation of international cooperation strategies, including medium- and long-term cooperation roadmaps.
- Supported the negotiation, drafting, and follow-up of Memoranda of Understanding (MoUs) and cooperation agreements with foreign partners.
- Acted as a focal point for communication with international organizations, including professional associations and regional cooperation platforms.
- Collected, analyzed, and systematized international best practices in deposit insurance, financial stability, crisis management, and payout systems.
- Contributed to benchmarking exercises, surveys, and questionnaires conducted by international institutions and peer agencies.
- Assisted in organizing international conferences, workshops, and capacity-building events hosted by the Agency.
- Provided linguistic and substantive support (English/Russian) during meetings, presentations, and official communications.
- Ensured coordination with internal departments to align international cooperation activities with institutional priorities and reforms.

Tourism and Entertainment Group (TEG), part of Akfa Holding

International Project Manager

Tashkent, Uzbekistan / 2023-2025

Key Responsibilities & Achievements:

- Directed the full project lifecycle of CZN Burak Gurme Restaurant — from franchise contract signing, construction, procurement, and installation to recruitment, personnel training, pre-opening, grand opening, and operations team orientation.
Personally participated in all franchisor-led training sessions to ensure strict compliance with brand standards and operational excellence. Acted as the main liaison between Turkish franchisors and local investors, balancing expectations and accelerating opening timelines.
- Led the architectural and design development phase of The Grand Serai leisure complex in collaboration with Legacy Entertainment (USA), managing concept and sketch design stages.
Coordinated the feasibility study with Leisure Development Partners (LDP, UK) to evaluate market viability, return on investment, and long-term strategic potential.
- Oversaw transportation, accommodation, and VIP hospitality logistics during the grand opening of the Central Asian Exhibition (CAEx) Center, ensuring flawless coordination for high-level guests and dignitaries.
- Managed the import and regional distribution setup for Swiss soft drink brand Vivi Kola, serving as the official distributor in Uzbekistan.
Gained in-depth experience in international logistics, customs procedures, certification, and retail market entry across the FMCG sector.
- Facilitated partnership negotiations and MoU signings with Cova Pasticceria (LVMH Group, Milan) and Ladurée (Paris), contributing to brand localization strategies and initial development planning for Uzbekistan's luxury hospitality segment.
- Founded and launched the TEG Foundation, the corporate charity division supporting women and children through education, healthcare, and social development programs.
Led the foundation's structural formation, public communication, and early-stage project planning.
- Coordinated cross-departmental collaboration across design, HR, procurement, and operations teams, ensuring full alignment with international hospitality standards and local regulations.

Milliy TV Channel

Programme Analyst, Marketing Department

Tashkent, Uzbekistan / 2020-2021

Key Responsibilities & Achievements:

- Analyzed national TV metrics and audience engagement data across multiple time slots and program categories, providing detailed insights to the creative and marketing teams for data-driven content planning and scheduling.
- Developed performance evaluation models for on-air programs, enabling the channel to forecast viewership trends and strategically position new shows to maximize ratings and advertiser value.

- Delivered weekly analytical reports on audience segmentation, demographic trends, and competitor benchmarking, helping editorial teams optimize content relevance and marketing impact.
- Collaborated closely with creative producers to interpret viewership data into actionable strategies — supporting improved storytelling, higher audience retention, and better ad placement performance.
- Contributed to Milliy TV consistently ranking among the Top 3 national channels in Uzbekistan by both content quality and performance metrics.

EDUCATION

Westminster International University in Tashkent (WIUT)

Bachelor of Arts (Honours) in Business Management with Marketing

Tashkent, Uzbekistan | Graduated 2022

- Gained a strong foundation in marketing strategy, brand management, and consumer behavior.
- Developed analytical and communication skills through coursework in Market Research, Strategic Management, and International Marketing.
- Conducted a final dissertation focused on customer experience and marketing innovation in emerging markets.

University of World Economy and Diplomacy (UWED)

Academic Lyceum

Tashkent, Uzbekistan | Graduated 2018

- Specialized in Foreign Languages
- Built a multidisciplinary base combining world understanding and intercultural communication.

LANGUAGES

- English: Fluent (Advanced)
- Russian: Working Proficiency
- Uzbek: Native
- Turkish: Fluent (Advanced)

SKILLS & COMPETENCIES

Project Management:

- Skilled in leading multi-phase international projects from concept to launch (contract negotiation, design, procurement, recruitment, and operations).
- Strong understanding of HoReCa, luxury hospitality, and brand franchising sectors.

Business Communication:

- Experienced in cross-cultural collaboration with European and Middle Eastern partners.

- Proven ability to draft, negotiate, and translate business correspondence and contracts.

Analytical & Strategic Thinking:

- Data-driven decision-making approach; proficient analyzing business and marketing metrics.
- Adept at feasibility research coordination and strategic partnership assessment.

Technical Tools:

- Microsoft Office Suite (Excel, PowerPoint, Word)
- Google Workspace
- Trello, Jira, ClickUp (project management)
- Figma – design review, concept visualization, and team collaboration
- CRM and Data Visualization Tools (Basic)

Creative Background:

- Trained theatre and on-camera actor with experience in various productions, enhancing public speaking, presentation, and adaptability skills.

ACADEMIC RESEARCH & PUBLICATIONS

Bachelor's Dissertation:

“Branding and Consumer Engagement with films – a cross cultural analysis” — Westminster International University in Tashkent

Focus: This research explored how certain films transcend their artistic nature to become recognized brands. It formulated the concept of *film branding* by examining the intersection of marketing and audience psychology, emphasizing that string financing, cast, and productive values alone do not guarantee brand status.