

Lali Odosashvili

lalio@email.sc.edu

+1 (803) 397 0317

www.linkedin.com/in/lali-odosashvili

EDUCATION

University of South Carolina, Columbia, SC May 2026
Ph.D. in Hotel, Restaurant & Tourism Management

University of Delaware, Newark, DE July 2019
Master of Hospitality Business Management

- GPA: 3.93/4.0

Ilia State University, Tbilisi, Georgia July 2017
Master of Business Administration in Tourism

- Av. Point: 90.63/100

Ilia State University, Tbilisi, Georgia July 2015
Bachelor of Business Administration and Management

- Av. Point: 91.5/100

WORK EXPERIENCE

Executive Assistant, Tbilisi, Georgia September 2020 – August 2021
Full House LLC – Online Gambling Company

- Prepare financial statements, reports, memos, invoices letters, and other documents
- Research and conduct data to prepare documents for review and presentation by CEO, helping to prepare for meetings
- Help with conversations and networking with partners on an early stage

Research and Marketing analyst, Wilmington, DE August 2019 – June 2020
Greater Wilmington Convention & Visitors Bureau

- Prepare a synopsis for research from New Castle County hotels to prepare GWCVB's strategy for 2021.
- Gather research from several attractions as well to determine market segment.
- Explore the back end of website. Work with website provider and analyze website visitors' behavior.

Graduate Assistant, Newark, DE September 2018 – May 2019
University of Delaware

- Assisted professor with class Principles of Finance.
- Graded assignments attended and monitored exams and helped students with class material.
- Worked on a research about Medical Tourism and helped with service training for healthcare workers.

Tourist Information Center Operator, Tbilisi, Georgia July 2014 - July 2018
Georgian National Tourism Administration

- Answered 200 to 400 customer queries in person, by phone and email
- Found information using computer systems, leaflets, timetables, guidebooks etc.
- Kept up to date with local accommodation, places to visit, activities and events

Tour Operator, Tbilisi, Georgia January 2017 - May 2017
Fortuna Travel

- Devised, organized, and promoted travel itineraries in collaboration with hotels, airlines and other transport companies for ground travel, in order to execute the arrangements
- Booked tickets and planned routes
- Provided customers with guidance about travel destinations as well as the best means of reaching them

COURSE RELATED EXPERIENCE

- Hotel Practicum**, Marriott Courtyard Newark at the University of Delaware, *Newark, DE* June 2019 - July 2019
- Obtained over 84 hours of hotel experience in key positions including manager on duty, administrative, front desk, night audit, revenue management, conference services, engineering, sales and marketing, accounting, housekeeping and food and beverage.
- Lithuanian Tourism Resources Practice**, Vilnius Kolegia, *Vilnius, Lithuania* September 2013
- 3 weeks of practical course, learned about creating, planning, budgeting and advertising tour packages.

RESEARCH

- Odosashvili, L. & Poorani A.A. (in Print). Renewal Challenges: The Case of Republic of Georgia. In F.J. DeMicco & A. A. Poorani (Eds). Medical Travel. Apple Academic Press.
- Tourism in Georgia - Time for a Legislative Overhaul - 2019 - University of Delaware, 24th Annual Graduate Education and Graduate Students Research Conference in Hospitality and Tourism.
- Legislative Provision for Tourism Industry Development - 2017 - Ilia State University, Master's Thesis.

ACTIVITIES/ACHIEVEMENTS

Certifications: Certification in Hotel Industry Analytics (CHIA), Hotel Management, The Fundamentals of Digital Marketing (Google), Service skills - Service Plus

Languages: *English* - Fluent Level, *Georgian* – Fluent Level, *Russian* - Fluent Level, *Spanish* – Conversational Level, *Lithuanian* - Beginner Level, *Persian* – Beginner Level.

DataFest Tbilisi Winner – Winning research/visualization
December 2020

Fulbright Scholarship

May 2018

International Student Advisory Committee, Member

October 2018 – May 2019

City Hall Scholarship for High Academic Performance

February 2017

Cup of Georgia in Archery

May 2010

Volunteering

Team Heart & Sole, *Athens, Ohio*

August 2018

They provide inclusive opportunities for individuals with disabilities, their families, and friends, to participate in endurance racing events across Ohio, while building authentic relationships through teamwork.

YouthPass: It is a tool to document and recognize learning outcomes from youth voluntary work and solidarity activities.

- Healthy lifestyle – Challenges, healthy habits, *Croatia* May 2017
- Energy for Sinergy – Mental and physical health, *Armenia* September 2017
- Ecolaboration – Problems that our ecosystem is facing, *Spain* October 2017

Social Enterprise - Problem solving, Student project that enables youth to help people with disabilities to create social enterprise, create goods and find places to sell them. *Tbilisi, Georgia*

2014