

# CURRICULUM VITAE

1. **Family name: GEORGIEV**
2. **First names: LJUPCO**
3. **Date of birth:05/02/1971**
4. **Nationality (passport holder):MACEDONIA**
5. **Place of residence: SKOPJE**
6. **Education:**

Institution (Date from - Date to)	Degree(s) or Diploma(s) obtained:
University of Sts "Cyril and Methodius", Macedonia, Faculty of Electrical Engineering, Energy Dept., Skopje - 1989 – 1996	B.Sc.Electrical Engineer
University of Sts "Cyril and Methodius", Macedonia, Faculty of Economics, Management Dept, Skopje- 2000-	MBA Management
IEDC Bled school of management- Young managers program - 2002	Managers program
Gustav Kaeser Training Academy-2010	GKTI Master of Business Training and Consulting (MBT)

7. **Language skills: Indicate competence on a scale of 1 to 5 (1 - excellent; 5 - basic)**

Language	Reading	Speaking	Writing
English	1	1	1
Serbian	1	1	1
Croatian	1	1	1
Macedonian	1	1	1
Bulgarian	1	2	2
Slovenian	3	3	3
Russian	5	5	5

8. **Membership of professional bodies:**

Member of Slovenian& Macedonian club

Member of American Chamber

Ex President of the Macedonia Oracle User Group –Association for all Oracle users and partners in Macedonia

MASIT member

Nova Capital Group

**9. Other skills: (e.g. Computer literacy, etc.)**

Fully Computer and IT literate with excellent working knowledge of MS Office.

Report writing skills

Strong analytical and research skills

**10. Present position:**

GK trainer

Freelance Consultant

Nova Capital Financial Consultant for Eastern Europe

EBRD consultant

USAID project consultant for capacity building

**11. Years with the firm:**

3 ( three )

**12. Key qualifications (relevant to the assignment):**

Design, organising and delivery of trainings, workshops and seminars for management, SMEs and local, regional and national institutions

Delivery of presentations, facilitation and moderation of workshops for companies and public institutions;

Preparing training modules, and in developing communication material

Experience in delivering training sessions on Management, PM, ToT, .....

Elaboration and implementation of SME competitiveness concepts, strategies;

Extensive experience in strengthening capacities of SME and business associations;

**13. Specific experience in the region:**

Country	Date from - Date to
Macedonia-Delivering workshops and coaching sessions in field of presentations, negotiataions,	February 2013

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management, regional economic development - GIZ project	
Macedonia-Business strategy – EBRD BAS project	August 2013
Macedonia-Green Agenda and climate changes – Facilitate the workshop proceedings (introduce sessions, keep time, facilitate participation and discussions, training , consultancy)USAID project	December 2012
Macedonia-Providing consultancy services. delivering workshops and presentations for Agency for foreign direct investments	September 2012
Macedonia- Providing consultancy services. delivering workshops and presentations for pharmaceutical companies	February 2012
Macedonia- Moderated round table on Climate Changes national body, Skopje	March 2013
Montenegro – Security and SW solutions for Bank	May 2008
Kosovo – Network Infrastructure project , e –Gov project	April 2004
Albania – Network Infrastructure project , e –Gov project	May 2005
<ul style="list-style-type: none"> <li>• <b>IXOS in T- mobile - 06/2003 – 03/2004, 6 persons, Oracle, SAP</b> Position: Project Manager</li> </ul> <p>Achievements: “By book”, leading whole process( pre study, analyses , proposal, analysis, implementation).Finished project before time and establish partnership for upcoming projects...\<a href="#">Sales Academy Best Sales Practices MM.ppt</a></p> <p>Project Manager for implementing Document Management System-IXOS, Oracle in Macedonian Telecom-2003-2004; contact Mile Mirčevski</p>	2003-2004
<ul style="list-style-type: none"> <li>• <b>IXOS in T-home ( Makedonski Telekomunikacii) – 10/2003-12/2004,6 persons, Oracle, SAP, MS</b> Position: Project Manager</li> </ul> <p>Achievements: Managed, whole project to be finish on, time. To have satisfied client and to secure a long term partnership for</p>	2003-2004

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<p>upgrade, maintenance and new projects .</p> <p>Project Manager for implementing Document Management System-IXOS, Oracle in Mobimak-2004; contact Duško Srbinovski Dusko.Srbinovski@mobimak.com.mk</p> <p>(+389 2) 3210 803</p>	
<p>EU project for Survey on Village Households and Cattle and other animals in Macedonia ,</p>	<p>April 2003</p>

#### 14. Professional experience

Date from - Date to	Location	Company & reference person <sup>1</sup> (name & contact details)	Position	Description
June 2010 – still on-going	Macedonia	GKTI	Trainng Leader Senior Consultant	Delivering trainings, presentations and conducting workshops <input type="checkbox"/> Building Customize Trainings Building capacities for public, SME, ENT
December 2012	Macedonia	USAID MKM	Trainer	Delivering trainings, presentations and conducting workshops  Consultacy services for regional development  Work with municipalities

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<sup>1</sup> The Contracting Authority reserves the right to contact the reference persons. If you have any objection to this fact, kindly state so and provide a justification

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February 2013	Macedonia	GIZ	Trainer Coach	Delivering trainings, presentations and conducting workshops Consultancy services
December 2012	Balkan region	Nova Capital Group	Senior Consultant	Consultancy services
June 2006	Balkan region	Cisco	GM ASM	Manage and lead the team
March 2004	Balkan region	SRC SI	GM	Manage and lead the team Project manager
June 1996	Balkan region	SNT	BDM	Sales, development , team leader, pm

**15. Other relevant information (e.g. publications)**