

CURRICULUM VITAE

VESNA GARVANLIEVA ANDONOVA, MBA



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KEY QUALIFICATIONS

Professional experience in numerous assignments in the area of business development consultancy both in the private, public and civil sector. Specific expertise with the focus in:

- (1) Consultancy for **Business Development Management and Financial Management** (Financial Screenings, Analyses, Planning & Forecasts); Strategic Document Development (organization strategies, business plan development, fund application preparation, etc.); Market & Business Research (studies, analyses & planning, forecasts).
- (2) **Project management** activities of numerous projects for economic development both in the private sector and public sector financed by various donors. Development of full program and project proposals, programming, implementation management, monitoring and evaluation, financial proposals and budgeting using PCM tools.
- (3) Quantitative and qualitative **research activities** for assignment related with macro and micro economic sector, policy, finance, etc.
- (4) **Lecturer / Trainer** in the areas of financial and managerial accounting, capital investments, finance management, IPARD financing, LSGUs performance measurement and Value for Money budgeting process, etc.

WORK EXPERIENCE

2014 – present

CEA – Center for Economic Analyses, think tank and research

Bul Jane Sandanski 63/1 Skopje

www.cea.org.mk

Business sector

Civil Society, Think Tank, Research, Project Planning, Management, Implementation

Position held

Project Coordinator, Senior Economist, Researcher

Main activities and responsibilities

**Conducting Research Studies/Policy/Economic Analyses
Project Planning & Forecasts;
Project Cycle Management**

Creating employment pathways for rural youth - Project Coordinator, as part of the partner IPA financed project for increasing the employment of rural youth in the North East Planning region. Overall coordination of the action activities related to partner coordination, research, training, etc. Start date: 12/2015, projected 08/2017.

Monitoring of the budget expenditure on central and local level – Project coordinator as part of the overall project for Monitoring of the budget spending and political parties spending in the pre-election and election period, financed by the Kingdom of Netherlands. Monitoring of the local/municipal budget spending, coordination of local monitors, methodology development, local monitor training, analysis and reporting. 12/2015-projected 6/2016

Monitoring of subsidies in agriculture, Researcher (direct payments for agriculture development in Macedonia), part of the action Pathways for free and fair election, led by Most Association, Skopje financed by the British embassy, Dutch Embassy, NED, etc. development of methodology for monitoring of the direct payments as part of the budget expenditures specifically designed for a target group, monitoring of the timeliness, transparency of the subsidy calendar, analyses etc.

Coalition for Budget Monitoring - Project coordinator, management and coordination of activities, support and coordination of partner activities, financial management etc. for improvement of the monitoring and transparency of the LSGUs (municipalities) budgeting process and activities, Operating and financial coordination and management of monitoring activities Coordination and mentoring of local CSO grass root grantees and management; development of monitoring methodology, training for CSOs, IPA SCFP – EU financed Project 03/2014-09/2015;

Benefits and costs from foreign direct investments in the technological industrial development zones, Case: Macedonia in the period 2007-2014, Researcher, Research and policy paper development, debate participation, coordinated by European Policy Institute Skopje, financed by British Embassy, 2016

Budget Planning and Projections, Trainer, training for municipal finance representatives of Tunisia, 4 day training for Federation of the municipalities of Tunisia, organized by Financial Services Volunteer Corps (FSVC), New York, in Tunis and Hammamet, Tunisia February 2016

Development of a Toolkit: **Parliamentary Oversight Over Policies of Competition, State Aid and Attracting FDI** in Countries of Western Balkans NPC, CEA, Westminster foundations, 2014, Senior researcher

Feasibility Study for Industrial Zone Gazi Baba, for the Center of Regional Development of Skopje Planning Region, part of expert team

Development of a **Rural Development Strategy Gazi Baba Municipality**, with action plan, and revisited, part of expert team

Local Economic Development Strategy for Gazi Baba Municipality, part of expert team

Shadow economy in Macedonia, modeling and projection, research paper

04/2006 –
05/2014

EPICENTAR Internacional, business consulting & research

Nikola Trimpare 22/1, 1000 Skopje

www.epicentar.com.mk

Business sector

Business Consulting, Project Planning, Management, Implementation & Project Monitoring and Evaluation

Position held

Business Development Consultant

Main activities and responsibilities

Conducting Financial Analyses, Planning & Forecasts;
Development and executing of Strategic Documents and Strategies;
Conducting Market & Business Researches, Analyses & Planning;
Project Cycle Management

Specific Donor Projects & Assignments Implemented:

PPP Feasibility studies for Parking garages and Student dormitories for MoH and MoN of GoM

Analysis and study of the effects of the national financial support program in agriculture in RM 2006-2011, for GoM

Policy Paper on VAT reduction for a vet medicines and its fiscal impact, Chamber of Veterinarian Doctors, Macedonia

Policy Paper and Assessment of the Regulations & Practices in Personal Income Tax Collection in the Agribusiness Sector, BEA & AgBiz Program, USAID funded – assignment which analyses the issues arising from the changes of the PIT Law for the agricultural sector within the context of all other agriculture related law and specific recommendations for short term and long term solution of the problems in the area.

Part of the team for IFC Advisory Services Southern Europe - ISTR WB **Study for Assessment of the food retail supply chain and food processing value chain in the Western Balkan Countries (WBC)**, lead by VOCA Consult

Public Private Partnership Analysis and Establishment of Joint Company for Agribusiness Promotion – Funded by Soli Industries Ltd. scanning the agri-business environment and establishment of a joint stock company in Macedonia

Policy papers for Personal Income Tax alterations in 2009; Cross Border Economic Development in Ohrid/Prespa region and GPTK region

Regional Economic Development & Stability Project (2006-2008), Project funded by the Ministry of Foreign Affairs from Netherlands, implemented in Macedonia and Kosovo; Regional economic development project between municipalities in Kosovo and Macedonia; Project implemented in partnership with CARE International and ICCED Kosovo; **Two-year Project; Budget 2.1mUS\$**

Development and mapping of Industrial Zones in Pelagonija region 2010 – Funded by the SDC and Regional Center for development of Pelagonia region - partnering with Consulting Company CHRONOS from Slovenia. Implementation of a study for mapping and development of local and regional IZ in Pelagonia Region with comprehensive legal analysis of the business environment related to the establishment of new IZ.

Capacity Assessment and Business Plan Development & Long Term Strategy Development for Public Enterprise **National Park Pelister**, SDC (Swiss Development Cooperation) Funded – development of a long term financially and operationally sustainable strategy of the enterprise through usage of the legal framework opportunities for development of a specific product offer and forecasts of the product development

Project management and component implementer of AgBiz Program USAID – VC Fresh Fruits and Vegetables – as a **Business Development Expert** for **project management** of various activities for improvement of the competitiveness productivity and export of fresh produce 10/2011-05/2013;

Preparation of a Policy Brief on the existing Economic Relations in the Broader GPKT Micro Region (Gnjilanje, Preshevo, Kumanovo and Trgovishte region); Funded by the EAST West Institute and SIDA; Policy Brief, aimed at identification of cross border VCs and identification of activities needed for enhancement of the economic development in the cross border region (Kosovo, Macedonia and Serbia); The Policy Brief was based on identification and research of relevant existing research studies in the region and implementation of number of interviews with SME representatives in Macedonia Kosovo and Albania

Organic Products VC Research Analysis and Market Research Study for South Serbia, as an expert for market research for identification of specific EU markets potential for marketing of organic food products based on the potentials and resources of the sector with recommendations for export market entrance strategy.

Market research study for Macedonian fresh fruits for Germany and Slovakia, IDEAS Project & Invest in Macedonia, USAID funded – secondary data research specialist and analyst

Marketing Investment Plans, full model development, financial consultants' training, guidance and monitoring for **over 20** investment plans, ADA Organic Food Production Support in South Serbia, Center for development of Jablanica Pcinja District, regional development agency Serbia

NP Mavrovo Organization Strategy, development of a HR Systematization, and job descriptions for the organization, Public Institution National Park Mavrovo;

Regional Value Chain Analyses for table grapes Vardar region and fresh fruits in Polog region, SDC, Macedonia Planning regions of Vardar and Polog

Value Chain Analysis for Southern Serbia for eight products Fruits & Berries Program, ARRA, Center for regional development of Pchinja and Jablanica district

Business and investment plan for an foreign/domestic direct greenfield investment in TIDZ Skopje 1, Prodis, funded by MCP Project and Disako

Fresh Fruits and Vegetables Value Chain Analysis – Project funded by Tetra Tech ARD to improve the Competitiveness and Productivity of Fresh Fruit and Vegetables (FF&V) Value Chain and Increase Domestic and Export Sales.

Value Chain Assessment in Kosovo for nine horticultural products Value Chains – financed by USAID New Opportunities for Agriculture in Kosovo Program (NOA)

Fresh Fruits and Vegetables Analysis in South Serbia 2010 – Funded by the Regional Center for Development of Pchinja and Jablanica District in Serbia implementation of a 8 months survey of the fruits and vegetables VC. In South Serbia

Value Chain Analysis and Market research studies for nearly all Agribusiness Sub-sectors in R. Macedonia, USAID/AgBiz Program – ARD, USAID Funded

Value Chain Analysis in Pelagonia Region – detailed analysis of the value chain of the industrial pepper in the Pelagonia Region and value chains potential for improvement of the competitiveness

Assessment of the Macedonian Agro Business sector and AgBiz Project Assessment – Funded by USAID Macedonia in 2009, Comprehensive analysis aimed at assessing the Macedonian Agro sector and recommendation of a set of activities that will improve the competitiveness of the Macedonian agribusiness sector and used as a input for the USAID strategy development for Macedonia.

Preparation of high value agricultural products illustrative value chains – Funded by ACDI/VOCA to identify the most viable Macedonian agriculture products with greatest potential for project impact through linkages nad leverage regional export potential

Assessment of Business Service Providers in 2010 – Funded by SNV Albania Implementation of a comprehensive survey covering 200 BSP and agribusiness companies for identification of gaps in this sector and proposing measures for improvement

Rural Private Sector Development Programme Georgia - Funded by CARE Austria, writing of proposal for the rural private sector development programme

Capacity Assessment and Development of midterm Strategic Plan for Farm Federation of Republic of Macedonia (FFRM) – Project funded by SIDA and implemented by LRF implemented in 2008, Set of activities aimed at assessing the capacity of this nationwide organization including the regional representative offices and development of a comprehensive strategy for long term financial development

Development of Guide for Traders and Investors together with a **Policy Brief on Cross Border Trade in the cross border OHRID - Prespa Region (Greece, Macedonia and Albania)** – a publication aimed at providing set of relevant information necessary for potential investors in Macedonia, Albania and Greece. The prepared Trade and Investors Guide covered legal and practical requirements for investors in the SME sector in the cross border region (Macedonia, Albania and Greece; Publication prepared by EPICENTAR in cooperation with local consultants in Greece and Albania funded by East West Institute

Training Needs Assessment of the National Payment Agency of Macedonia (AFSARD), SIDA funded – assignment which included detailed interview with each of the employees of the national agency responsible for distribution of the IPARD funds, resulting with a **TNA report per sector**

Capacity Assessment and Business Plan Development & Long Term Strategy Development for Public Enterprise National Park Galichica, KFW funded implemented by GFA – organizational screening, capacity assessment, development of a long-term strategy of the enterprise through usage of the legal framework opportunities for development of a specific product offer and forecasts of the product development; development of recommendations for enhancement of staff capacity and internal reorganization with recommendations for improvement of internal financial management.

10/ 2007 – 05/2011

FACULTY FOR BUSINESS ECONOMY, FBE, Skopje

Kosta Novakovik 8, 1000 Skopje

www.fbe.edu.mk

Business sector

Higher Education, Faculty

Position held

Lecturer, Teaching Assistant

Main activities and responsibilities

Lecturer, teaching assistant and mentor in: Management Accounting, Financial Accounting

- Overall organization and delivering of lectures to graduate students;
- Organization of exercises, exams, student tutoring, paper preparation mentoring, etc.
- Adult learning instructing and tutoring in Management Accounting, Financial Accounting, Capital Budgeting, Working Capital Management subjects;
- Mentoring in preparation of the master thesis in the area of cost management

HUMAN DYNAMICS, consulting and research

Ministry of Finance, Dame Gruev 14, III floor, 1000 Skopje

Project: Technical Support for the Ministry of Finance of Macedonia for Fiscal Decentralization, an **EAR** funded Project

Fiscal Budgeting and Planning, Component: Value for Money and Performance Measurement in the municipalities.

Lead Expert & ToT in Value for Money Model and Performance Management, Local Short Term Expert for Value for Money and Performance Management

ToT, Training of trainees for Value for Money and Performance Management

Develop and conduct training programs for local experts

Implementation of pilot projects for Value for Money and Performance Measurement for kindergartens and primary schools in municipal's (LSGUs) finance departments

Coordination of the pilot project implementation of the models in the nine municipalities

Coordinate and guide a team in implementation and reporting

Consultant in revising and developing final model to be implemented in all municipalities finance departments

12/ 2005 – 03/2006

WORLD INNOVATION Foundation

P.O. Box A60 Huddersfield, England HD1 1XJ

Business sector

non-profit foundation developing research centers and providing consultancy on science, R&D and human geography

Position held

Management consultant in a project: "Heantos Study in The Netherlands"

Final Project for Leiden University School of Management

Former UN project

Main activities and responsibilities

Develop market entry strategy for the Netherlands for a new herbal medicine on the European market

Establish groundwork for implementation of the strategy

Establish network of relevant prospective customers

Create plan for lobbying at the relevant governmental and nongovernmental bodies

Research through different methodology and data analysis

Project Budget Management

05/ 2003 – 10/2003

GRENETH Consultancy B.V.

Postbus 309, 1430 AH Aalsmeer
The Netherlands

Business sector

Consultancy, supply and export of horticultural products

Position held

Market researcher of the project: “Research on the possibilities of Macedonia, Croatia, Serbia & Bulgaria for horticultural production & market entry strategy for GreNeth Consultancy B.V”

Main activities and responsibilities

Market research on the possibilities for market entrance
Field data gathering and analysis
Preparation of market research project and presentation to board
Organizing and managing schedule and implementation of project milestones
Establishing network of prospective customers and partners
Organization of B2B meetings in the targeted markets
Developing of promotional material for the prospective markets
Create website in the prospective markets’ languages
Organizing participation on the horticultural Expofair in Skopje

EDUCATION

09/2004 – 09/2005

Leiden University, Leiden University School of Management (LUSM), Leiden, The Netherlands

Principal subjects covered

International Management and Strategy:
International Management, Strategic Management, Corporate Finance, International Finance, Mergers & Alliances, International Contracting and Negotiating, Global Marketing, Global HR Management, Information Management, Cross-cultural Management, etc.

Title of qualification awarded

Master of Business Administration (MBA) in International Management
GPA 8,4/10

08/2002-07/2004

Larenstein University of Professional Education, Deventer, The Netherlands

Principal subjects covered

International Business Management: Export Management, Business Environment and Economics, Financial Management, Food Marketing, Supply Management and Marketing, Strategic Management, Information Processing, Business Communication, Human Resources Management etc.

Title of qualification awarded

Bachelor Honors, International Agribusiness Management

07/2000 - 07/2002

Dimitris Perrotis College of Agricultural Studies, Thessaloniki, Greece

Principal subjects covered

Agribusiness, Agricultural Economics, Agricultural Finance, Applied Mathematics and Statistics, Marketing Management, Consumer Behavior, Food Processing Technology, Information Technology and Computer Applications, Agricultural Marketing, Agriculture and organizations, Real Estate Management, Human Resources Management, Agribusiness Management etc.

Title of qualification awarded

Associate Degree with Distinction in Agricultural Business, Honors: Valedictorian of the generation 2002-2004, GPA 3,73/4,00

PERSONAL SKILLS AND COMPETENCES

MOTHER TONGUE

MACEDONIAN

OTHER LANGUAGES

LANGUAGE	READING	SPEAKING	WRITING
ENGLISH	5	5	5
SERBIAN/CROATIAN	5	3	3
GREEK	2	1	1
BULGARIAN	3	2	1

MEMBERSHIP
2005 – present

CEA- Center for Economic Analyses, Think Tank

Think tank - research center of economists

www.cea.org.mk

- Member of CEA Team
- PR and Economist 2005-2008
- Member of editorial board and reviewers of *Journal of Economics* since 2009
- Member of supervisory board of the organization since 2012

PUBLICATIONS

TRANSPARENCY OF THE BUDGET PROCESS IN THE MUNICIPALITIES IN MACEDONIA, VESNA GARVANLIEVA ANDONOVA, MARJAN NIKOLOV, ET AT, AUGUST 2015, ISBN 978-608-4731-23-8, CEA

WHY TO USE THE GLOBAL VALUE CHAIN ANALYSIS, VESNA GARVANLIEVA, CEA JOURNAL OF ECONOMICS, VOL. 3, DECEMBER 2008, ISSN 1857-5269

ESTABLISHING PUBLIC SECTOR INVESTMENT DISCOUNT RATE, VESNA GARVANLIEVA, VLATKO ANDONOV, CEA, FEBRUARY 2009, USAID, OSI

SHADOW ECONOMY IN MACEDONIA, VESNA GARVANLIEVA, VLATKO ANDONOV, MARJAN NIKOLOV, CEA, APRIL 2012, OSI, CEA JOURNAL OF ECONOMICS, VOL. 7, DECEMBER 2012, ISSN 1857-5250, UDK 33

MARKET RESEARCH INTELLIGENCE REPORT, **MACEDONIAN FRESH FRUITS FOR THE GERMAN MARKET**, VESNA GARVANLIEVA, LJUBOMIR DIMOVSKI, 2014, USIAD IDEAS

REVIEW OF THE MEASURES OF THE GOM AGAINST THE GLOBAL ECONOMIC CRISIS, VESNA GARVANLIEVA, VLATKO ANDONOV, MARJAN NIKOLOV, CEA, MARCH 2009, OSI, USAID

DEBT VS. EQUITY FINANCING IN MACEDONIA, PART OF THE RESEARCH STUDY TEAM, BEA PROJECT, USAID, NOVEMBER 2007

THE STRATEGY FOR DEVELOPMENT OF RURAL TOURISM IN THE MUNICIPALITY OF ZRNOVCI, MAY 2007, ISBN 987-9989-2724-0-0

THE STRATEGY FOR DEVELOPMENT OF RURAL TOURISM IN THE MUNICIPALITY OF CESINOVO OBLESHEVO, MAY 2007, ISBN 987-9989-2724-1-7

VALUE CHAIN ANALYSIS FOR SOUTHERN SERBIA, VESNA GARVANLIEVA ET AL., ARRA, CRJPO, APRIL 2012

OTHER SKILLS
AND
COMPETENCES

TRAININGS FOLLOWED

WORLD BANK ANALYTICAL TOOL MUNICIPAL FINANCE SELF-ASSESSMENT (MSFA), 3 DAY, CERTIFICATE OF PARTICIPATION, NALAS, SKOPJE, NOVEMBER, 2015

MUNICIPAL FINANCES-A LEARNING PROGRAM FOR LOCAL GOVERNMENTS, WORLD BANK INSTITUTE 3/2015 – 5/2015 (8 WEEKS), CERTIFICATE FOR COMPLETION

DEBT SUSTAINABILITY ANALYSIS, IMF ONLINE, EDX OPEN, 10/15-11/15 (6 WEEKS), HONOR CODE CERTIFICATE FOUNDATIONS OF DATA ANALYSIS (WITH BASIC R-STUDIO), EDX, OPEN COURSE, 2015, UNIVERSITY OF TEXAS, HONOR CODE CERTIFICATE, (11 WEEKS)

MONITORING & EVALUATION & LEARNING ON POLICY INFLUENCE IN CENTRAL AND EASTERN EUROPE, ONLINE TRAINING, CERTIFICATE OF PARTICIPATION, POLITICS & IDEAS: A THINK NET, 1ST SEPTEMBER –OCTOBER 19, 2014

TURN DOWN THE HEAT: WHY A 4C WORMER WORLD MUST BE AVOIDED, WORLD BANK MOOC, STATEMENT OF ACCOMPLISHMENT, 2014 (6 WEEKS)

FINANCIAL MARKETS, R. J. SHILLER, YALE UNIVERSITY, COURSERA, STATEMENT OF ACCOMPLISHMENT, 2014 (8 WEEKS)

NEW BUSINESS MODELS IN SOCIETY, R. E. FREEMAN, UVA, COURSERA, STATEMENT OF ACCOMPLISHMENT, 2014 (4 WEEKS)

EXPORT STRATEGY, IDEAS, USAID, 2012 (1 DAY TRAINING)

PROJECT MANAGEMENT CYCLE (PMC), CARE INTERNATIONAL, MONTE NEGRO, 2008 (1 WEEK TRAINING)

TOT VALUE FOR MONEY, TOT PERFORMANCE MEASUREMENT, EAR, 2006

TOT IPARD, 2010, KfW, AFSARD, SKOPJE (2 WEEK TRAINING)

FINANCIAL ACCOUNTING & FINANCIAL MANAGEMENT, COSMO TRAINING, 2006/2007 (5 MONTHS)

LED DEVELOPMENT, CARE INTERNATIONAL, 2007, MONTE NEGRO (1 WEEK)

CERTIFICATES & LICENCES:

LICENSE FOR AUTHORIZED ACCOUNTANT, MoF, 2013

FINANCIAL ACCOUNTING TRAINING CERTIFICATE, SKOPJE, COSMO, SEPTEMBER 2006- FEBRUARY 2007

EMOTIONAL INTELLIGENCE TRAINING PARTICIPATION CERTIFICATE, 2013

GMAT COMPUTER BASED TEST FOR GRADUATE MANAGEMENT ADMISSION, THE NETHERLANDS

TOEFL COMPUTER BASED TEST OF ENGLISH AS A FOREIGN LANGUAGE, SCORE: 257/300, THESSALONIKI, GREECE

ORAL PRESENTATION SKILLS CERTIFICATE, DIMITRIS PERROTIS COLLEGE, THESSALONIKI, GREECE

TECHNICAL
SKILLS

COMPUTER SKILLS:
MS OFFICE (WORD, EXCEL, POWERPOINT, VISIO)
SPSS FOR WINDOWS