

Name **Andrei CRIGAN**

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Education **Certified Coach, Teacher, Trainer and Speaker, John C. MAXWELL Certification Program**, June 2018, Romania

Master of Economics, Financial and Banking Management, Academy of Economic Studies of Moldova, September 2006 - September 2007

Bachelor of Economics, Finance Faculty, Academy of Economic Studies of Moldova September 2002 - June 2006

Reserve Officer (Lieutenant), Military Institute of the Army Forces of Republic of Moldova "Alexandru cel Bun", Reserve Officer Training Department, February - June 2006

"Strategic Business Management", one-year International Training Programme organized by SIDA, September 2014 – September 2015, including three-week training in Stockholm, Sweden and one-week training in Tbilisi, Georgia

"Train the Trainer Course", training organized by the EBRD, November 2013, Chisinau, Moldova

"Time and Mind Management", School of Business Communications, January 2013, Chisinau, Moldova

"Train the Trainer" organized by Global Association of Risk Professionals (GARP) and International Finance Corporation (IFC), World Bank Group, August 2011, Chisinau, Moldova;

"Foundations of Banking Risk (FBR)", part of Risk-Management Certification Program (RCP), organized by Global Association of Risk Professionals (GARP) and International Finance Corporation (IFC), World Bank Group, August 2011, Chisinau, Moldova;

"Successful Management of Consultancy Projects", training organized by the Turn Around Management & Business Advisory Services Program (TAM/BAS) of the European Bank for Reconstruction and Development (EBRD), August 2010, Chisinau, Moldova.

Key expertise **Former Member of the Economic Council to The Prime Minister of the Republic of Moldova**, former Coordinator of the permanent Working group on "Advancing Moldova in international economic rankings" (2015-2017)

12+ years of experience in business consultancy, advising the biggest foreign investors, top companies, business associations and international development organizations present in the R. of Moldova, in areas like Elaboration of development strategies and business plans; Market researches and sector analyses; Impact analyses; Business analysis, planning and financial management; Start-ups Development; Business Development & Advocacy, Corporate restructuring and reorganization; Funds and financing projects attraction; Mergers and Acquisitions; Business appraisal and valuation; Business Risk Valuation and Management; Project planning, management, monitoring and evaluation.

Sectorial experience covers financial and investment sectors, IT and communications, agribusiness and production industries, oil & gas, real estate, trade and logistics, mass media, medical sector and others. Previous work for major multilateral and bilateral development support programmes. Vast experience in collaborating with a number of international organizations present in the Republic of Moldova, and mainly World



Bank, EBRD, USAID, UNDP, IFAD, SIDA, OECD and the Soros Foundation.

FULL-TIME	Employment record
Date (from/till)	January 2017 – present
Location	Chisinau, MD-2012, Moldova
Organization	Gateway & Partners
Position	Partner, Country manager Moldova & Romania
Description	<p>Consulting. Export intelligence™ and market intelligence services provider.</p> <p>Market intelligence: Overview of various researches and studies, including market sizing, finance analysis, competitor profiling, market entry, store checks, strategic advising, interviewing, etc.</p> <p>Sales: work with key account clients and partners, potential partner finding for clients in various geographical areas, extensive cold calling experience across cultures, follow-ups after the sales meetings, proposal development</p> <p>Export and sales: sales process organization, sales meetings</p> <p>Event organization: organization of seminars, matchmaking events</p> <p>Geography: Eastern Europe, Scandinavia, Western Europe, Russia and USA, and others</p> <p>Industries: from food, to logistics, e-signature, woodworking to fishing industries, metal-working industry</p>
Date (from/till)	May 2015 – July 2017
Location	Chisinau, Moldova
Organization	Moldova Business People Association (AOAM)
Position	Director General
Description	<p>Overall management of a non-governmental, civic, non-profit organization, which brings together business people having a common belief concerning the development of the society through business development, supports entrepreneurship for sustainable economic development of Moldova in the framework of EU values.</p> <p>MBPA major objectives are focused mainly in three areas:</p> <ol style="list-style-type: none"> 1. Promoting the image of Moldova abroad and foreign investment attraction activities. 2. Promoting legal initiatives to optimize the regulatory framework. 3. Capacity building programs and corporate trainings for business people to support small and medium enterprises and create an efficient business investment frame. 4. Facilitation and development of domestic businesses. 5. Export promotion activities.
Date (from/till)	February 2013 – June 2015
Location	53/4, Al. Bernardazzi St, Chisinau, MD-2012, Moldova
Organization	Business Intelligent Services LTD, member of BIS Group (www.bis.md)
Position	Executive Director
Description	Overall management of the consulting company specialized in: Strategic Planning, Marketing Intelligence, Start-up Support, Business Development and Advocacy
Date (from/till)	February 2013 – June 2015
Location	53/4, Al. Bernardazzi St, Chisinau, MD-2012, Moldova
Organization	NGO Promo-Terra, Rural Economic Development Center
Position	Chairman of the Board, Project Manager & Team Leader
Description	Overall management of the non-for-profit consulting organization specialized in:

Identification, management and implementation of development projects, Elaboration of development concepts, strategies, programs, plans, Sectorial and competitiveness studies, Impact evaluation studies, Best practices studies, Regulation Impact Evaluations, Impact studies on the state strategies and policies, Organizing of workshops and trainings, Facilitating of discussions and debates, Foreign Investments promotion activities.

Most relevant current experience includes the position of Project Manager and Team Leader for two important donor projects: ACED/USAID and MAC-P/World Bank. Within the given projects, the main task is creation of producer groups that are jointly investing and marketing in agriculture, by offering them the necessary advisory and procedural assistance, including training on organization of common businesses, business management, cooperation principles and group relations, operational and technological aspects, legal issues.

Within both projects, the producer groups are assisted in the elaboration of feasibility studies and business plans, as well as development of Articles of Incorporation for their businesses.

Within MAC-P the producer groups are assisted in accessing of post harvesting grants of up to \$350,000 per group, as well as in post grant period, including monitoring and evaluation.

Date (from/till)	September 2009 – October 2014
Location	53/4, Al. Bernardazzi St, Chisinau, MD-2012, Moldova
Organization	BIS-Capital Investment House LTD
Position	Executive Director
Description	Overall management of the consulting company specialized in: Corporate Finance, Mergers & Acquisitions, Public - Private Partnership, Intermediation & Representation for International Institutional Investors, Real estate consulting
Date (from/till)	February – August 2009
Location	53/4, Al. Bernardazzi St, Chisinau, MD-2012, Moldova
Organization	BIS-Capital Investment House LTD
Position	Corporate Finance Head
Description	Responsible for Analysis, Planning & Financial Management, Corporate Restructuring & Reorganization, Funds & Financing Projects Attraction, General Financing Consulting
Date (from/till)	April 2007 – February 2013
Location	53/4, Al. Bernardazzi St, Chisinau, MD-2012, Moldova
Organization	BIS Credit Info LTD
Position	Executive Director
Description	Overall management of the consulting company specialized in: Studies / Business reports, Studies / Reports on the Integrity & Liability, Economical, financial and legal expertise for risk valuation & Solutions for risk management
Date (from/till)	November 2006 – January 2009
Location	53/4, Al. Bernardazzi St, Chisinau, MD-2012, Moldova
Organization	Business Intelligent Services LTD
Position	Business Consultant
Description	Responsible for Research & Development, Strategy and Projects Coordination, Market Researches and Surveys, Impact Assessment Studies, Business Valuation.

PART-TIME	Employment record
Date (from/till)	May 2018 - July 2018
Location	Chisinau, Republic of Moldova
Organization	Project Group Turkey, for the Delegation of the European Union to the Republic of Moldova
Position	Senior Private Sector Development Expert

Description	<p>PROJECT NAME: Visibility and communication for actions relating to AA/DCFTA implementation in the framework of EU-funded assistance programmes.</p> <p>Preparation of the content of a guide for Moldovan businesses “Guide on Exporting to EU Countries” describing in easy-to-understand terms the steps required to prepare for and develop exports to EU countries, especially in the context of DCFTA and information on how businesses operate in the EU, market prospects, finding and negotiating with partners, preparing contracts, EU trade legislation/preferences, taking part in international trade fairs/exhibitions and sources for further information and support. Participation in 11 training events (in Anenii Noi, Ialoveni, Orhei, Soroca, Hancesti, Edinet, Balti, Stefan-Voda, Comrat, Cahul, Ungheni) presenting the guide to local businesses, answering their questions and undertaking a short training course for local businesses on actions required to prepare for exporting and participate in preparation of a short (estimated 7 minute) video tutorial for online use.</p>
Date (from/till)	November 2017 – June 2018
Location	14, Nicolae Iorga St, Chisinau, Moldova
Organization	Chemonics International INC., USAID Competitiveness Project CE-WIN
Position	Team Leader
Description	<p>Leading a team of two national and one international experts for the development of the study „The White Paper for the reform of the normative and regulatory framework of the tourism industry in the Republic of Moldova”</p> <p>1. Analysing the evolution and the market situation by the statistical and sociological method (interviews); 2. Analysing the national strategy, policies and legislation in the field of tourism. Making a comparison with international experience; 3. Identifying the objectives, opportunities and visions for the development of domestic and rural tourism in RM as a joint effort between the private sector and public authorities, taking into account the international trends and requirements of the competitive environment; 4. Formulating consistent proposals to amend the national normative and regulatory framework in line with the development vision and identified objectives; 5. Consultations (e.g. correspondence, meetings, <i>focus group</i> sessions) with stakeholders from both the private sector (e.g. tourist associations, accommodation units, travel agencies, tour guides, wineries, folk craftsmen, small tour operators) and the public sector (the Tourism Agency of the Republic of Moldova, the Ministry of Agriculture, Regional Development and Environment, the Ministry of Economy, the Parliamentary Commission on Public Administration, Regional Development, Environment and Climate Change, etc.); 6.Public presentation of the study.</p>
Date (from/till)	August 2017 - present
Location	14, Nicolae Iorga St, Chisinau, Moldova
Organization	Chemonics International INC., USAID Competitiveness Project CE-WIN
Position	Team Leader, Key-expert on Strategic Planning
Description	<p>Leading and organizing the planning and elaboration process of Wine of Moldova 2030 Strategy</p> <p>Define the project management process to be applied to the Wine of Moldova 2030 Strategy in accordance with the regulatory framework of the Rep. of Moldova on strategic planning. Participate in the selection of team members and cross-functional as the Core Team Leader, participate in the selection of Core Team Members. Prepare project plan and obtain Project management approval of the project plan. Assure that all team members understand their roles and accept their responsibilities Apply project resources according to the approved project plan. Analyse risk and instigate avoidance activities. Identify trigger events and responsibility for initiating corrective action. Track and report on progress to plan. Analyse the actual performance against the plan and make adjustments consistent with plan objectives. Keep all public and private stakeholders informed of progress and issues. Involve functional expertise in design reviews and key decisions as well as risk strategies. Assure timely adaptive action is taken. Manage change to preserve strategy commitments. Initiate Phase Review if objectives must change. Negotiate the performance of activities with team members and their managers. Establish and publish clear priorities among project activities. Coordinate management and technical decisions. Arbitrate and resolve conflict and interface problems within the Project. Provide input on the performance of project team members to their supervisors. Presenting of the Wine of Moldova 2030 Strategy to key-stakeholders and support its promotion activities.</p>
Date (from/till)	December 2016 - February 2017
Location	Chisinau & Comrat, Moldova
Organization	United Nations Development Programme, SARD project

Position	National Consultant to provide capacity building support to the Executive Committee of ATU Gagauzia on funds accession for operationalization of the National Agriculture and Rural Development Strategy
Description	<p>1. Developed a training programme on project management, project monitoring and supervising processes.</p> <p>2. Delivered three 1-day seminars on fundraising and project writing for the personnel of the related departments of ATU Gagauzia Executive Committee and representatives of the local authorities, as follows:</p> <ul style="list-style-type: none"> • Fundraising • Project management • Time management <p>3. Identified the prospective directions of fundraising possibilities and assisted ATU Gagauzia Executive Committee team in development of a Project proposal application.</p> <p>4. Written one project proposal through hands-on training for accessing of a financing of 5 million EUR by the ATU Gagauzia from the European Commission</p>
Date (from/till)	December 2015 – December 2017 (on-going)
Location	Chisinau, Moldova
Organization	United Nations Development Programme/NGO AID
Position	Strategic Planning Expert for Cooperation and organizational development support for Business Associations (BAs) on both banks of the Nistru River
Description	<p>Providing advisory support and trainings to:</p> <ol style="list-style-type: none"> 1. Enhance organizational capacities of selected BAs, to provide better services for businesses on both banks and increase cross-river business interaction, incl.: <ul style="list-style-type: none"> - Support to beneficiary BAs with drafting/reviewing and implementing their Organizational Development Plans, with a strong cross-river cooperation component; - Trainings/Workshops for BAs staff to improve their capacities for strategic planning and results-based management, resource management (HR, fundraising), partnership building and communication. 2. Improve technical and professional capacities of BAs and their members to provide improved services and facilitate B2B cooperation: <ul style="list-style-type: none"> - Support for the development of attractive Business Services; - Trainings on soft skills to support Business Development and Cooperation.
Date (from/till)	May - September 2016
Location	14, Nicolae Iorga St, Chisinau, Moldova
Organization	Chemonics International INC., USAID Competitiveness Project CE-WIN
Position	Team Leader of Feasibility Study
Description	<p>Development of a feasibility study on the Center of Excellence for viticulture and winemaking within CNVVC, including:</p> <ul style="list-style-type: none"> • Management of the team (one international and three national consultants); • Supervising of all components of the study; • Compiling the information from all components; • Carrying out the financial feasibility of the Center of Excellence; • Report drafting; • Presenting of the feasibility study results to all stakeholders, including the Ministry of Agriculture.
Date (from/till)	December 2015 – April 2016
Location	180 Stefan cel Mare bd, office 1318, Chisinau, Moldova
Organization	GFA Consulting Group, Technical Assistance for the Implementation of the DCFTA Project
Position	Export & Market Intelligence Expert
Description	<p>Support MIEPO in the formulation of Foreign Market Sector Briefs, including:</p> <ul style="list-style-type: none"> • Support MIEPO in establishing a methodology to develop Foreign Market Sector Briefs - conceive and outline in a so-called “Foreign Market Sector Briefs Methodological Guidelines Handbook” the different approaches, steps, activities and anticipated outcomes to be undertaken in view of formulation sector/country specific Foreign Market Sector Briefs. • Develop at least two examples of Foreign Market Sector Briefs: <ul style="list-style-type: none"> ○ Honey to France Export Study;

	○ Furniture to France Export Study.
Date (from/till)	March - April 2015
Location	29, Sfatul Tarii St, Chisinau, Moldova
Organization	Chemonics International INC., USAID, CEED II Project
Position	Marketing & Economic Expert
Description	Development of a Marketing and Promotion Program for the Moldovan Incoming Tourism Industry (2015-2016), presentation for approval to the National Tourism Agency (public sector) and National Association of Companies for Inbound Tourism (private sector), in accordance with the new tourism country brand.
Date (from/till)	May-July 2014
Location	29, Sfatul Tarii St, Chisinau, Moldova
Organization	Chemonics International INC., USAID, CEED II Project
Position	Finance & Economic Expert
Description	Providing support to the National Office for Vine and Wine ONVV to identify and quantify the constraints existing in the relationship between the wine makers and the banks against the background of the Russian ban, elaboration of recommendations and presentation of relevant justifications. Advocacy for the Wine Producers & Exporters Association. Mediation of discussions with Prime-Minister's office and European Investment Bank officials.
Date (from/till)	February - March 2014
Location	Chisinau, Moldova
Organization	INNOVA Management & Consulting d.o.o./ EBRD BAS Women in Business Program in Moldova
Position	Trainer
Description	Delivery of a training for women entrepreneurs "Initiate your own business", consisting of four modules: <ul style="list-style-type: none"> • Registering a Business • Business Planning, Marketing & Sales • Financial Operation & Planning • Human Resources Management
Date (from/till)	April - June 2013
Location	29, Sfatul Tarii St, Chisinau, Moldova
Organization	Chemonics International INC., USAID, CEED II Project
Position	Team Leader/ Senior Expert
Description	In the context of establishment of a national/country wine brand, my team had to: <ul style="list-style-type: none"> • Develop a comprehensive study of the trends in the Moldovan wine industry during the past 5 years, the period 2008-2012; • Deliver a public presentation of the study, to industry stakeholders. • Provide support to Chemonics' consultants working to map the trends observed by the study to expected trends in international wine production and commerce; • Help to define Moldovan wines' key advantages and opportunities on the international wine market and to suggest an optimal USP.
Date (from/till)	April 2013 – May 2013
Location	Chisinau, Moldova
Organization	International Fund for Agricultural Development (IFAD)
Position	Agribusiness Specialist (local consultant)
Description	Responsible for revising and further development of the Value Chain Development component, part of the Moldova – Inclusive Rural Economic & Climatic Resilience Programme (IRECR), within the final design mission. Specific responsibilities included the Assessment of the agricultural markets, of potential business linkages and finance schemes (contract farming and out-growers schemes) and ways to aggregate smallholders in farmers organizations; Explore ways to ensure closer linkages with other components; Explicitly evidence the scaling up potential of the suggestion interventions; Review and update the indicative investment and enterprise budgets for the realization of activities; Contribute relevant sections in the preparation of the Mission Aide Memoire; Contribute sections for inclusion in the Main Report, Monitoring & Evaluation functions, Key Files and Log frame.
Date (from/till)	February – August 2012
Location	180 Stefan cel Mare bd, office 1318, Chisinau, Moldova

Organization	GFA Consulting Group, Sector Policy Budgetary Support Program “Economic Stimulation in Rural Area – ESRA”
Position	Local Economic Expert
Description	Assessing Economic Viability of the Chisinau Wholesale Market including: Familiarization with all available information; Meetings with key players; Preparation of a detailed work plan; Analysis of the current country situation in the field of production, storage and marketing of the main agricultural products; Analytical estimation of the potential product flows, structure of the flows and phasing of flows (extension); Estimation of seasonal financial flows (import/export operations) and yearly financial flows with estimation of cash flows for each separate product including early and seasonal flows; Calculation of operational and financial plans; Estimation of the amount of capital investment needed; Providing a justified and underpinned opinion on the economic viability of the Chisinau Wholesale Market Company; Formulation of a bankable Business Plan.
Date (from/till)	January – December 2012
Location	47/2, Dacia blvd, office 160, Chisinau, Moldova
Organization	FinAsist Consulting LLC
Position	Project Manager
Description	<ol style="list-style-type: none"> 1) Integrated management, implementation and leading a team of experts contracted for the determination of the best ways and means of implementing the Development Strategy of Chisinau International Airport to attract investment and implement the most appropriate ways of public-private partnership. Development of the opportunity analysis to substantiate the decision to involve the private sector: institutional analysis, legal, technical and financial, to identify risks and their proposed allocation between the public and private sectors. Transaction structuring and making recommendations on ways to involve the private sector, research to identify potential concessionaires. 2) Elaboration of 80 investment profiles for 80 public enterprises subject to privatization for the Moldovan Investment and Export Promotion Organization (MIEPO)
Date (from/till)	November - December 2011
Location	29, Sfatul Tarii St, Chisinau, Moldova
Organization	Chemonics International INC., USAID, CEED II Project
Position	Local Expert
Description	Researching the economic and investment environment in Moldova as it relates to the production of automobile parts in Moldova by foreign-owned or partially foreign-owned companies, and benchmarking Moldova with other countries. Developing of a PPT presentation and support text.
Date (from/till)	April – June 2011
Location	63, Bucuresti St, Chisinau, Moldova
Organization	NGO International Development Alternatives
Position	Senior expert in the elaboration of the Cost of Doing Business Report 2010, under the Project for Enhancing Competitiveness of Enterprises in Moldova, financed by the World Bank
Description	Training of interviewers, elaboration of investigation plan and quality control of the interview results, technical and financial management of the related operational processes
Date (from/till)	July 2010 – May 2011
Location	47/2, Dacia blvd, office 160, Chisinau, Moldova
Organization	FinAsist Consulting LLC
Position	Project Manager
Description	<p>Integrated management and first-hand implementation of two consultancy projects, leader of expert teams contracted for:</p> <ol style="list-style-type: none"> 1) Elaboration of a diagnostic for internal and external development possibilities of SE Chisinau International Airport during 2005-2010; the subsequent elaboration of the long-term development strategy and business plan for the Airport for the years 2011 to 2015, including the training of enterprise staff on planning, management and business organization within the Airport Modernization Project II (based on over EUR 40 million investment by the European Bank for Reconstruction and Development and the European Investment Bank), May 2010 - April 2011. 2) Elaboration of two feasibility studies for the establishment of the industrial parks TRACOM

	and Cainari, financed by the World Bank, with the Government of the Republic of Moldova acting as the beneficiary, December 2010 - April 2011.
Date (from/till)	April – June 2010
Location	Moldova, Chisinau
Organization	NGO International Development Alternatives
Position	Senior expert in the elaboration of the Cost of Doing Business Report 2009, under the Project on Enhancing Competitiveness of Enterprises in Moldova, financed by the World Bank
Description	Training of interviewers, elaboration of investigation plan and quality control of the interview results, technical and financial management of the related operational processes

Geographical experience	Country	Date (from – till)
	Romania	2016 - present
	Great Britain	May - October 2005
	Moldova	November 2006 – Present

Languages	<i>Language</i>	<i>Reading</i>	<i>Speaking</i>	<i>Writing</i>
	Romanian	Native	Native	Native
	Russian	Fluent	Fluent	Fluent
	English	Fluent	Fluent	Fluent
	French	Fluent	Fluent	Fluent

Publications:

- Prospects for Reforming the Telecommunications Sector in the Republic of Moldova, May 2011
- Policy Brief to Prospects for Reforming the Telecommunications Sector in the Republic of Moldova, May 2011