

Position (as per ToR)	Team Leader	
Personnel Information	Name: Panfilii Alexandru	
	Nationality: Moldovan	Date of birth: 15.01.1988
	Language Proficiency: Romanian - native (understanding - listening & reading; speaking - spoken production & spoken interaction; writing) English - proficient user (C1); (understanding - listening & reading; speaking - spoken, production & spoken interaction; writing) Russian - proficient user (C1); (understanding - listening & reading; speaking - spoken production & spoken interaction; writing)	
Present Employment	Name of employer: Global Business Acces Ltd.	Contact: (manager or HR) Panfilii Alexandru
	Address of employer: Chisinau, Moscova Blvd, nr.11/1, of.1-2	
	Telephone: +37379125786	Email: panfiliialexandru@gmail.com
	Job title: Director	Years with present employer: 2012 - present
Education Qualifications /	<i>Summarise college/university and other specialised education of personnel member, giving names of schools, dates attended, and degrees/qualifications obtained.</i> I. 10.2009 - 06.2011 - Master degree in Economics (EQF Level 7), "West University of Timisoara", Timisoara, Romania; Faculty of Economics and Business Administration, , (International Financial Reporting Standards on corporations; Integrated informatics systems (ERP); Methods and advanced techniques of analysis and design of information systems in corporations; Corporate Governance) II. 10.2006 - 07.2009 - Bachelor degree in Economics (EQF level 6), "West University of Timisoara", Timisoara, Romania; Faculty of Economics and Business Administration, (Management; Financial Accounting; Financial Management; Accounting and Controlling; Financial and Economic Analysis; Database design)	
Professional Certifications	<i>Provide details of professional certifications relevant to the scope of services including name of institution and date of certification.</i> Trainer. Qualification - "Start and Improve Your Business" International Labour Organization, ToT course, period October 2022 - July 2023 Entrepreneurial Skills , "Grupul de consultanță pentru dezvoltare DCG" Bucharest, România, Short Time course, period 10.05.18 - 14.05.18; Diploma Nr.000006294; Train of Trainers , "Ceo-Grup Ltd.", Chisinau, Moldova, Short Time course, 02.06 -14.06 2018, Diploma Nr. 0004 TtT; Expert Accessing European Structural and Cohesion Funds , "Asociația pentru Promovarea Economiei Cunoașterii", Iași România, Short Time course, period 24.06.16 - 30.06.16; Diploma Nr. 00051098, COR 242213 Project Manager , "Asociația pentru Promovarea Economiei Cunoașterii", Iași,	

	<p>România, Short Time course, period 25.05.16 - 03.06.16; Diploma Nr. 0051087, COR 242101</p> <p>Trainer, "Acces Oltenia", Craiova, România, Short Time Course, period 14.02.2015 - 16.03.2015; Diploma Nr. 00178248, COR 242401</p> <p>CSR Manager – Junior Chamber International Romania/Young Entrepreneurs Federation, Bucharest România, Short Time Course, period 03.12.2013-07.12.2013; Diploma Nr. 00327825, COR 325718</p> <p>Leadership - Junior Chamber International Romania, Brasov, România, Short Time course, period 11.03 - 13.03.2011</p>
References:	<p><i>Provide names, addresses, phone and email contact information for two (2) references.</i></p> <p>Reference 1. Mr. Vladislav Caminschi, National Confederation of Employers from the Republic of Moldova, Executive Director, Republic of Moldova, Chisinau, Maria Cibotari str., no. 16, Bl. 2B, floor 3, caminschi@cnpm.md, +37369372557</p> <p>Reference 2. Mr. Ovidiu Megan, Head of Department for Project Access and Implementation of the Faculty of Economics and Business Administration, West University of Timisoara, Romania. România, Timisoara, J.H.Pestalozzi, nr.16, ovidiu.megan@e-uvt.ro, + 40757666556;</p> <p>Reference 3: Mrs. Stih Ludmila, GIZ Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, Adviser for Center Region Support to VET in the Field of Green Economy, Republic of Moldova, Chisinau, 5b Puskin Street, 3rd Floor, of.5, ludmila.stihi@giz.de, +37379515522</p> <p>Reference 4. Mrs. Ivancioglo Victoria, UNDP Moldova Project Manager "Sustainable and Resilient Communities through Women Empowerment" 105, Sciusev str., Chisinau MD2012, Moldova, Mob: (+373) 60907790, E-mail: victoria.ivancioglo@undp.org</p>

Summarise professional experience over the last 20 years in reverse chronological order. Indicate particular technical and managerial experience relevant to the project.

From	To	Company / Project / Position / Relevant technical and management experience
October 2023	Present	Global Business Acces Ltd. Strong Businesses and Communities for Moldova. <i>Elaboration of the feasibility study for the construction of the</i>

		<p><i>Multifunctional Industrial Platform in Leova.</i></p> <p>Project Manager.</p> <ul style="list-style-type: none"> - Coordination of project implementation activities; - Elaboration of the economic documentation related to the feasibility study; - Coordination of data collection activities and organization of the data validation process;
November 2023	December 2023	<p>Global Business Services Ltd.</p> <p>Strong Businesses and Communities for Moldova.</p> <p><i>Elaboration of the Guide on Multifunctional Industrial Planform creation for Local Public Authorities for GIZ Moldova.</i></p> <p>Project Manager. Economic consultant.</p> <ul style="list-style-type: none"> - Coordinating the process of Guide on Multifunctional Industrial Planform creation for Local Public Authorities elaboration. - Presentation of documentation to the beneficiary.
September 2023	November 2023	<p>Global Business Acces Ltd.</p> <p>Strong Businesses and Communities for Moldova, Republic of Moldova.</p> <p>Project Manager. Coach.</p> <ul style="list-style-type: none"> - Coordination of project activities; - Providing coaching expertise to 15 companies representatives. - Elaborating development and acquisition plans for the beneficiaries; - Coordinating business plans development;
July 2023	September 2023	<p>Global Business Acces Ltd.</p> <p>Stimulating the green economy in the Republic of Moldova RBSA.</p> <p>Trainer. Project Manager.</p> <ul style="list-style-type: none"> - Coordination of project activities; - Delivering training to entrepreneurs based on ILO technics and training manuals: Generate your Business Idea and Start Your Business. - Moderating ILO Business Game; - Delivering individual coaching to

		entrepreneurs on business development.
March 2023	April 2023	Regional Economic Development Institute, Project - Strengthening the rule of law and anti-corruption mechanisms in the Republic of Moldova, Short Time Contract - Trainer on Project Management.
July 2022	December 2022	National Confederation of Employers from the Republic of Moldova, Project Manager within the New Democracy Fund Project " Boosting Regional Social dialog". - Coordinating the activities of the assistance project for the creation and boosting the activity of local employers' organizations; - Budget management and task distribution among project team members; - Organization and coordination of work visits in the territory.
2012	Present	Global Business Access SRL., Chisinau (Moldova) www.finantari.md/. Associate, Director; - Project Manager within the UNDP project "Sustainable and resilient communities through women empowerment" Provision of support to communities (Local Public Authorities) in Nisporeni, Calarasi, Basarabeasca, Leova, ATU Gagauzia, the Security Zone and Transnistria region (July 2021 - February 2023). - Coordination of the activities of the experts involved in the implementation of the project; - Organization of grant beneficiary selection activities; - Coordination of the evaluation process of received applications; - Monitoring of the procurement process; - Delivering of Capacity Building trainings to LPAs representatives;

		<ul style="list-style-type: none"> - Organization of field monitoring visits to grant beneficiaries; - Reporting to the contractor; <p>- Project Manager within the UNDP project "Sustainable and resilient communities through women empowerment" Provision of support to women agriproducers in Nisporeni, Calarasi, Basarabeasca, Leova, ATU Gagauzia, the Security Zone and Transnistria region (September 2021 - February 2023).</p> <ul style="list-style-type: none"> - Coordination of the activities of the experts involved in the implementation of the project; - Organization of grant beneficiary selection activities; - Coordination of the evaluation process of received applications; -- Delivering of Capacity Building trainings to LPAs representatives; - Monitoring of the procurement process; - Organization of field monitoring visits to grant beneficiaries; - Reporting to the contractor; <p>- Project Manager. The project "Development of LPA Capacity Development needs assessment report and Capacity Development Action Plan in the field of WSS, EE and SWM public service delivery" through Strong Businesses and communities for Moldova, implemented by GIZ Moldova (October 2022-January 2023);</p> <ul style="list-style-type: none"> - Organization and coordination of work processes, management of the team of experts; - Field visits and analyzing of the current situation in Edinet, Straseni and Leova districts regarding the following topics: <i>Energy Efficiency, Solid Waste Management and Watter and Sanitation Supply</i>; - Reporting results in relation to the beneficiaries and the contractor;
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		<ul style="list-style-type: none"> - Elaboration of "LPA Capacity Development needs assessment report and Capacity Development Action Plan in the field of WSS, EE and SWM public service delivery" - Project manager. The "Support to Vocational Education and Training (VET) in the field of Green Economy" - Assessment on traceability of VET graduates project implemented by GIZ Moldova (June 2022 - November 2022) - Organization and coordination of work processes, management of the team of experts during assessment activities; - Analysis and validation of study results; - Reporting the results of the study to the Ministry of Education and Research and GIZ Moldova. - Analysis of the identified risk factors and the proposal of risk minimization solutions in the field of Vocational education; - Short-term expert/Trainer "Access to financing for micro-enterprises and small and medium-sized enterprises in Moldova. AFC Agriculture & Finance Consultants GmbH on behalf of the European Investment Bank. (November 2021-January 2022); - Short-term expert (NK Europe Project) "Police reform support project in the Republic of Moldova". B&S Europe on behalf of the European Union. (September - October 2020);
		<ul style="list-style-type: none"> - Business Consultant for SME's - management consulting and organisational development strategy development, Business plans development, Strategic Planning and Cost-Benefit Analysis drawing, development of financial planning web applications (www.gt.finantari.md), leadership coaching for companies management body. (2012-2023);

		<p>- Consultant for Grants Attracting</p> <p>- Design of application proposals and completing the necessary paperwork submitted, in order to obtain EU funding for development activities for different types of applicants, such as companies, local authorities, NGO's, on a wide type of financial EU Operational and Structural Funds POC, POCU, POR, Cross-border Programs RO-UA-MD; (2012-2023);</p> <p>- Project Manager - Elaboration of Occupational Standards in the field of Professional Education - Carrying out the analysis of needs on the labor market, identifying development gaps, comparing demand and supply on the labor market, analyzing labor productivity in certain areas of economic activities; Contractor - GIZ (Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH), (2020); Ministry of Labor and Social Protection (2021);</p> <p>- Development consultancy - Elaboration of development and management strategies for export access, market analysis for Moldovan companies within the project financed by the World Bank - Competitiveness Improvement Project in the Republic of Moldova for ensuring access to exports of local companies; (2017- 2020)</p> <p>- Strategic Planning and Budgeting - elaboration of Action Plans and Budget Drawing for National Confederation of Employers of Moldova (2018-2020) and NGO's, AO "Centrul de Inovatii si Cunoastere in Business" (2019), Moldova, "AO Salvati Viata" 2018, Moldova, and "Junior Chamber International Rezina" (2018), Moldova; JCI Timișoara, România (2017); Aktay Local Chamber of Commerce "Atamiken", Aktau, Kazakhstan (2013);</p> <p>-Trainer & Coach:</p>
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		<p>"Project Management" training and coaching activities delivered to following Organisations: Eco-Visio (2021-2022), AO Centrul de Inovatii si Cunoastere in Business" (2019), AO "Centrul pentru Susinerea Iniiativei Private si a Educatiei Economice" (2017), AO "ICAR" (2019), AO "Salvati Viata"(2017), AO "Junior Chamber International Ungheni" (2019) - from Republic of Moldova, "Junior Chamber International Timișoara" (2017 and 2019) and "Asociatia Excelsior pentru Excelenta in Educatie" (2018), from Romania;); Aktay Local Chamber of Commerce "Atamiken", Aktau, Kazakhstan (2013)</p> <p>"Leadership and Performance" - delivered to more than 50 private companies (banks, IT companies, manufacturing and service provider companies, Star Net, Indrivo, Soft Tehnica, Oratorica, etc) from Moldova and Romania, and to representatives of local Moldovan NGOs and representatives of Moldovan Public Authorities; (2015 - 2022)</p> <ul style="list-style-type: none"> - Protocol and diplomatic etiquette - Ministry of Justice of the Republic of Moldova; (2017, 2018); - Grant Attracting and Project Management - General Inspectorate of Police of the Republic of Moldova (2020); - International tax and financial consultant- Coordination of tax procedures within the "COMPACT" Program in Moldova, Financed by Millennium Challenge Corporation, USA (Project management, interpretation, management, implementation) for Iamsat Muntenia (Bucharest, Romania) a contractor company involved in the project implementation; (2013-2015) -Organization of International Economic Missions, www.afaceri.ro in partnership
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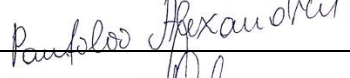
		with APEC (Association for the Knowledge Economy) and Arhipelago Interactive, Iași, România;
2019	Present	Tabula Terra Ltd. Timisoara, Romania, Associate, Director. - financial forecasting and process monitoring; - planning and monitoring of organizational activities, production and creation of business Relationships; - identification of financing sources (non-reimbursable) for development; - facilitating business connections and company development process; - identification of customers and suppliers for the company's products; - management of the supply and production process;
May, 2018	August, 2018	Business Consultant – International Labor Organization (ILO) - 2018 Elaboration of a market assessment with the topic "Business Services and Management Training Market in Moldova". Identifying training needs among three categories of users, young people, entrepreneurs and members of the NEETs group. Identifying the training opportunities offered on the territory of the Republic of Moldova. Confronting existing needs with solutions, and providing improvement solutions. Ref: Dragan Radic, ILO Head of the Small and Medium Enterprises Unit, radic@ilo.org, Budapest, Hungary
June, 2015	December, 2017	Member Of The City Hall Council – Ciorescu (Moldova) City Hall - Making proposals and participation in community policy debates; - Elaborating of development programs for community development;

		<ul style="list-style-type: none"> - Defending the interests of the local community; - Identifying development opportunities for the local community; - Participation in the process of adaptation and approval of local legislation;
August, 2011	March, 2013	Regional CSR Expert “ Act Responsibly - CSR Social Network ”, Junior Chamber International, Bucharest, Romania. <ul style="list-style-type: none"> - Promoting good practice initiatives in the sphere of CSR; - Organizing conferences and workshops with CSR topics; - Providing informative support on CSR for the network partners; - Evaluation of financing projects with CSR theme, submitted by the participating NGOs;
July, 2009	December,2012	FINANCIAL ANALYST – Business Alliance Ltd., Timisoara, Romania. <ul style="list-style-type: none"> - Collaboration in designing and writing grant applications and related documents, to attract grants offered by the EU institutions; - Developing strategies for business development; - Development of business plans, opportunity studies; - Developing cost-benefit analysis; - Elaborating financial analyses and forecasts for companies
October, 2010	October, 2011	ECONOMIST-EXPERT IN INTERNATIONAL RELATIONS – D&T Industrial Equipment, Timisoara, Romania; <ul style="list-style-type: none"> - Writing and following up the implementation of projects within the company in order to attract external investments; - Planning and optimization of the activities carried out in partnership with other entities; - Identification of development trends and proposing of corrective measures;
July, 2010	June, 2012	External collaborator - FINANCIAL ANALYST – Vertical Finance Ltd, Timisoara, Romania <ul style="list-style-type: none"> -Consulting for business development;

		<ul style="list-style-type: none"> - Development analysis for investments, feasibility studies, business plans; - Conducting cost-benefit analysis; - Elaboration of financial analysis and forecasts for companies; - Analysis and design of projects in order to attract grants from EU institutions;
2012	2013	VICE-PRESIDENT FOR BUSINESS AND DEVELOPMENT “JUNIOR CHAMBER INTERNATIONAL” ROMANIA <ul style="list-style-type: none"> - Coordinating the process of expanding the organization at the national level; - Representation of the National Organization JCI Romania, in international events; - Elaboration of the development strategy of the Organization and establishment of the actions to be carried out to achieve the objectives.
2010	2011	PRESIDENT OF „JUNIOR CHAMBER INTERNATIONAL” – JCI TIMISOARA – JUNIOR CHAMBER INTERNATIONAL , Timisoara, Romania <ul style="list-style-type: none"> - Planning and coordinating organization activities; - Creating development opportunities for young entrepreneurs; - Providing training in field of entrepreneurship; - Organizing networking events;
March,2009	June, 2010	JUNIOR FINANCIAL AUDITOR – I.C.M. TIM Audit, Timisoara, Romania <ul style="list-style-type: none"> - Analysis and interpretation of financial statements; - Performing audit tests; - Tests and correlations on the financial statements;
June, 2008	September, 2008	WORK & TRAVEL EXCHANGE PROGRAM – Pine Cone Park, Florida, USA <ul style="list-style-type: none"> - Supervision of activities in camping; - coordination of customer accommodation process; - Maintenance of sports fields;
2010	2011	Member Of Senate Of The West University Of Timisoara, Romania

2008	2010	Member Of The Administration Council Of The Faculty Of Economics And Business Administration, West University of Timișoara;
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I, the undersigned, certify that, to the best of my knowledge and belief, this CV is accurate.



 Signature of Personnel 