



# MARIA ERHAN

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## PROFESSIONAL SUMMARY

Maria is a highly experienced tech professional with over 7 years of developing the tech scene in Moldova. She has managed over 600 initiatives, connecting entrepreneurs, universities, and corporates to spotlight creativity and innovation in the tech scene. Her extensive experience in business development, strategy, and events has brought in over 10 international projects, and she currently manages initiatives spotlighting creativity in tech fields and ensuring effective working processes.

## SKILLS

- Leadership Development
- Effectively communication with employees
- Talent acquisition
- Employee onboarding
- HR development
- Workplace culture
- Content Determinations
- Entertainment Department Management
- Operations Management
- Creative and Innovative
- Program Improvements

## WORK HISTORY

### CEO

09/2021 to PRESENT

#### Technovator

- Conceptualized and managed AgTech Innovation Lab (hackathon, accelerator, and a conference)
- Conceptualized and managed Startup Students project for 10 universities
- Developed and managing the careeraid.co platform to support tech talents to get employed in the European market, working with an extensive pool of mentors and going through all recruitment processes
- Growing Product Management Community
- Involving tracking methodology and network to help startups and SMEs to accelerate
- Conceptualized and managing program in Left bank of Moldova with UNDP support to develop tech entrepreneurship

### PROGRAM COORDINATOR

09/2018 to 09/2021

#### Startup Academy Moldova | Chisinau

- Conceptualized and managed Digital UPGRADE program edition with ODIMM (Organization for Small and Medium Enterprise Sector) for 600+ SMEs
- Conceptualized and managed Startup Academy UNI for 6 Universities from Moldova

- Developed a program with 3 developing partners involved (USAID & Sweden, UN Women, EFSE) with 200+ beneficiaries involved
- Organized and managed program development from conception through successful execution.
- Designed program implementation and maintenance plan.
- Orchestrated smooth and efficient program development by collaborating cross-functionally across resources.
- Developed and organized routine and special programming by factoring in slot timing, demographics and other important parameters.
- Attracted funds and managed reporting to partners

#### ECOSYSTEM BUILDER

03/2019 to 09/2021

##### Startup Moldova | Chisinau, Moldova

- Launched national verticals: HealthTech, FinTech, AgTech, PowerTech
- Managed 600+ initiatives
- Assisted in the growth of the current market by developing and planning programs and initiatives.
- Identified growth opportunities within existing communities and led processes
- Built relationships with partners and community to establish strategies.
- Organized promotional events and interacted with the community to increase the number of startups

#### ENTREPRENEURSHIP PROGRAM MANAGER

03/2017 to 09/2021

##### Tekwill | Chisinau, Moldova

- Used coordination and planning skills to achieve results according to strategy.
- Actively listened to the community, handled proposals quickly and developed concepts and initiatives to increase the number of beneficiaries
- Exceeded goals through effective KPIs prioritization and progressive work
- Identified challenges, analyzed international initiatives and provided solutions to problems.
- Resolved problems, improved operations and provided exceptional service.

#### PROJECT MANAGER

03/2015 to 09/2021

##### Moldovan Association of ICT Companies | Chisinau, Moldova

- Managed projects from conceptualization to reporting.
- Developed and initiated projects, managed costs, and monitor performance.
- Modified and directed project plans to meet organizational needs.
- Identified, reviewed, and applied policies and procedures.
- Headed project teams specializing in design and launch activities.
- Obtained needed resources by strategically negotiating with stakeholders and outside suppliers.

## EDUCATION

##### Bachelor of Science | Biotechnology in Food Industry Technical University of Moldova, Chisinau

06/2014

