

## CURRICULUM VITAE



1. **Position:** Director
2. **Company Name:** Agency of Business Consulting "Dnestr Enterprises"
3. **Name:** Polisciuk Inna
4. **Date of Birth:** September 14, 1962
5. **Citizenship:** Republic of Moldova, Transnistria
6. **Contacts:** +373-777-58081, +373-60716865, abc.dnestr@yandex.ru
7. **Education:**

Institution	Specialty	Period
Odessa Institute of Marine Engineers	transport management	September 1979-June 1984
ICMCI	certified management consultant	December 2016-May 2017
British Institute of Export	Certified International Trade Expert	November 2016-June 2017
Online University "Netology"	Methodological director of online learning	August 2020-April 2021

### 8. Trainings:

- "Creation of an online school" PEI APE "Smart Consult", St. Petersburg, February-April 2019
- "Psychology of communication in online interactions" Higher School of Economics in St. Petersburg, January-April 2019
- Mentoring, ODIMM, April-May 2018.
- Consultant certificate de management CMC dec.2016-mai 2017, ICMCI.
- Certified in international Trade, IoE GB ian.2017-oct.2017
- ToT (trainings of trainers), Chisinau July 2017 ODIMM
- October 2016 "Public - private dialogue and the development of analytical and expert capacity of Business Associations", Chisinau
- August 2016 "Strategic planning and management focused on results", Chisinau
- November 2015, «Development and good practices of Business Development Support" Warsaw Program "Support to Confidence Building Measures Programme "
- January 2014, " Business efficiency and result orientation », KIY company, Kiev
- February 2013, "E-commerce, Internet marketing, affiliate program to promote your business on the Internet." program UNDP " Creature stable system business education at Transnistria ", Tiraspol
- July 2013, "Tools for coaching small and medium-sized businesses", Consulting Group "Living Business ", Kiev
- August 2012, "Methodology of Training" Consulting group "Living Business", Kiev within the framework of the project "International Institute of Business Development"
- August 2010, "Training trainers " Frank Pucelik, Odessa
- June 2011, "Strengthening the capacity of regional partners Winrock by implementation economic program ", Moldova
- August 2011, "Training of trainers. The growth of professional competence ", consulting center" Business-Service ", Odessa
- Nov.2022- July 2023 «Start and Improve Your Business», trainers Certification, International Labour Organization (ILO)
- Nov.2023 – March 2024 Training of Mentor «Swiss Create Family Business and Career Development Mentor»

### 9. Social activity:

Member of professional associations: Regional Coordinator of the National Platform for Women of Moldova, a mentor. Business Advisory Association Dniester region, Managing Partner

Founder and editor of the "School of Life" newspaper

### 10. Languages: (5 - excellent; 1 - basic)

Languages	Reading	Conversation	Writing
Russian		native	
English	4	4	4

11. **Basic skills:** consulting in management, business and capacity development
12. **Computer skills:** MS Office, Internet, Windows
13. **Another skills:** training, coaching, project management, teambuilding.

#### 14. Experience in other countries:

Country	Period	Description
Russia	1998-2001	Chief of the Financial Department of the Krasnoyarsk Territory, director and consultant for "Dynamica Plus"

#### 15. Experience:

<b>Period</b>	<b>January 2002-present</b>
Location	Bendery
Company	"Do-major" Ltd., Training and Consulting Center "Yakhont", Non-Commercial Partnership on the introduction of advanced educational technologies Agency of Business Consulting "Dnestr Enterprises"
Position	<i>Director / Senior Consultant / Trainer</i> <ul style="list-style-type: none"><li>Operational management and strategic planning of the organization;</li><li>Chief expert in the field of development of small and medium-sized businesses and local economic development;</li></ul>
Duties	<ul style="list-style-type: none"><li>Coordination of fund raising;</li><li>Planning and control of projects within an organization portfolio;</li><li>Creating and maintaining a long-term strategic partnership relations.</li></ul>
<b>Period</b>	<b>December 2000 - January 2002</b>
Location	Krasnoyarsk, Russia
Company	"Dynamic Plus" Ltd.
Position	Director and Consultant for General and Financial Affairs <ul style="list-style-type: none"><li>The development of internal operational procedures</li><li>Organization of research activities for promotion Of partnerships products (ChTPZ and ChZTII)</li></ul>
Duties	<ul style="list-style-type: none"><li>Building of network of managers and consulting in the development of internal and external documents</li></ul>
<b>Period</b>	<b>June 2000 - December 2000</b>
Location	Krasnoyarsk, Russia <i>Financial Department of the Krasnoyarsk Territory administration</i>
Position	<i>Chief of the Financial Department of the Krasnoyarsk Territory administration.</i> <ul style="list-style-type: none"><li>participation in the preparation of materials for the formation of the budget of Krasnoyarsk region,</li><li>execution budget</li></ul>
Duties	<ul style="list-style-type: none"><li>controlling of subordinates structures of financial management of the region.</li><li>management control functions in accordance with the orders of the governor for the effective use of public resources</li></ul>
<b>Period</b>	<b>May 1998 - April 1999</b>
Location	Bendery
Position	<i>Director of Trade House of Machine-building plant</i> <ul style="list-style-type: none"><li>creating orders on plant products</li><li>establishing partnerships and further transfer them to the contractual obligations with suppliers and customers plant</li></ul>
Duties	<ul style="list-style-type: none"><li>project activities in the creation of the plant Development Program</li></ul>
<b>Period</b>	<b>May 1997- April 1998</b>
Location	Bendery
Position	<i>Director of the company! "Pilot", the distributor of the Swedish company " Scandi Valley "</i>
Duties	<ul style="list-style-type: none"><li>searching contracts for commercial activity the Company</li><li>planning and controlling execution of financial strategy of the Company</li></ul>

- setting and controlling personnel work at organizations

<b>Period</b>	<b>January 1993 - March 1996</b>
<b>Location</b>	Tiraspol
<b>Position</b>	Managing joint stock commercial bank "Slavic"
<b>Duties</b>	Bank management activities to achieve the project results, participation in the development, organization and registration of a new banking structure.

#### 16. Experience in conducting trainings:

- May 2022-present Left Bank Partner and business coach of the project: "Strengthening beekeeping through cooperation: BEE PROFESSIONAL", concluded between AO CENTRUL DE CONSULTANTA IN AFACERI funded by UNDP Molodva, European Union - Confidence Building Measures Program
- November 2021-present Left Bank Partner and Coach, Business Trainer of the project "Resilient Communities to Climate Change through Women's Empowerment" funded by Sweden and implemented by the United Nations Development Program in Moldova (UNDP Moldova) in partnership with "Global Business Acces" S.R.L.
- November 2020 to January 2022 Left Bank Partner of the Targeted Advisory Mechanism "Consultants for Business Recovery" BusinessUP project funded by UNDP Molodva, SCBM Program based on the contract MDA10-000028197 dated 04/11/2020, signed between UNDP Molodva and AO Asociatia Consultantilor in Afaceri ,Kishinev
- May 2021-July 2021 Left Bank partner and business trainer of the project "Resilient Communities to Climate Change through Women's Empowerment" funded by Sweden and implemented by the United Nations Development Program in Moldova (UNDP Moldova) in partnership with AO CCA (Public Association Centrul de Consultanță în Afaceri), on the basis of the RfP agreement No. 20/02092 dated 05.08.2020, signed between UNDP Molodva and AO Centrul de Consultanță în Afaceri.
- August 2019 - December 2020 - organization and management of the project implementation as the main partner - head of the Agency of Business Consulting "Dnestr Enterprises", conducting online webinars of the project "Using modern distance learning and communication technologies to expand the potential for cooperation and development of local communities on both banks of the Dniester (DiTOK)" on remote interaction, project development, communications and team building.
- January-April 2019 "Online training", joint participation with ZenClass Ventures, an investment fund and an accelerator of projects in the field of online education (St. Petersburg), developed 8 projects in various areas of additional education in the format of distance learning study, a project is being implemented in Moldova to develop business competencies and obtain remote work by participants - residents of the region
- 2017-2018 - business provider and trainer of the Program "Business Academy for Women" of the Organization for the Development of Small and Medium-sized Enterprises (ODIMM), and the Project "Leader" of the ProBusinessNord
- 2015-2018 - the trainer of the Program "Project GEA" of the Organization for the Development of the Sector of Small and Medium Enterprises (ODIMM). Support programs for the SME sector, subprogram "Support for business development", 3rd stage "Successful business development" of the Ministry of Economy of the Republic of Moldova
- 2015-2016 - Local Consultant , Coach of international organizations migration at Moldova
- 2007-present time - Coach of Training - Consulting center "Yakhont". Commercial trainings: "Techniques of Sales", "Effective communication", "Negotiations", "Personal efficiency", "Time management", session club meetings: "Practice female Enterprise", an individual coaching and professional consultations of entrepreneurs by wide spectrum issues business activity.
- 2014-2015 - Coach of UNDP project "Creation opportunity employment by provision business support young people Transnistria". Trainings: "Strategic planning business", "Marketing", "Business - planning", consultant by evaluation business - plans, Business - Mentor participants project.
- 2011- present time - Coach of Commercial - Industrial Chamber of Transnistria at Project "Business school as tool for effective development of business in Transnistria". Trainings: "Strategic planning business", "Marketing", "Business - planning"
- 2013- Coach of republican project by preparations youth and student Team business - forum "Seliger" (Russia) for competition between business projects
- 2009-2012 Training by the basics of business activity for number social organizations Transnistria (GS "Resonance", "Vzaimodeystvie", "Childhood for children" and etc.).
- 2008-2010 - Training by the basics of business at the framework of Project Winrock International "New prospects for Women "(Financial and accounting instruments at jurisdiction business activity for women in Transnistria "
- 2001-2008 - Coach and organizer by the basics of business at the framework of municipal programs for the unemployed citizens of Transnistria, workshops by creation and management its own business and also workshops for students about essentially small business and alternatively ways discoveries and development his business.