



Serghei Tcacenco
(other name spelling: Serghey Tkachenko)
executive MBA

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PROFESSIONAL PROFILE

- market analyst, management consultant
- certified tracker (growth consultant) and mentor of start-up teams
- industry experience in ICT, robotics, retail and pharma markets
- regional experience in Moldova, Ukraine, Kazakhstan, Romania and the UAE

PROFESSIONAL EXPERIENCE

Serghei founded a consulting company **SC Datalinie Business Inginerie S.R.L.** (Chisinau, Moldova) in 2003. Individually or as a small team leader, Serghei develops market research projects, supports start-ups, and provides business consulting and training services.

Experience in market research and analytics since 2000. Recent and most significant projects are:

- ✓ since 2000 to the present: study of international trade and market access procedures, taxes and documentation in Moldova and Ukraine for Mendel Verlag (<https://www.mendel-verlag.de>, Witten, Germany) – regular updates delivered every 2 months;
- ✓ 2026: research of the construction materials market in Moldova for Invest Moldova Agency (<https://invest.gov.md>, Chisinau, Moldova);
- ✓ 2025: research of the commercial real estate market in Moldova for Invest Moldova Agency (<https://invest.gov.md>, Chisinau, Moldova);
- ✓ 2024-2025: research of the e-commerce market in Moldova for AmCham (<https://www.amcham.md>, Chisinau, Moldova) – two editions of the research study;
- ✓ 2025: research of the Moldovan meat and meat products market for YCP Ltd (<https://ycp.com/lp/netherlands-consulting>, the Netherlands Office);
- ✓ 2025: research of the Moldovan business development services market for SALTO programme financed by GIZ Moldova (Chisinau, Moldova);
- ✓ 2008-2022: research of ICT, retail and pharma markets in Ukraine, Russia, CIS countries and Romania for PMR Ltd. (<https://pmrmarketexperts.com>, Krakow, Poland), development of 4-6 fully dressed research projects every year, and many smaller assignments;
- ✓ 2017-2023: research projects in ICT education, export and IT business development in Moldova for different customers, including UNDP and Tekwill - 6 projects;
- ✓ 2019-2022: research of the regulations in the telecom sector in the EU for GOS Consulting (<https://gos-consulting.com>, Cliddesden, UK).

Experience in business consulting and project management since 2000

- ✓ 2020-2023: support of business development projects of 22 companies participated in two export accelerators implemented by AdTrade / UNDP (Moldova);
- ✓ 2004-2009: business development consultant at Centrul de Telecomunicatii Speciale (Moldova) – development of the national PKI, construction of datacentre, improvement of business processes;
- ✓ 2007-2008: project management and business analytics for the projects of AlfaSoft SRL in Albania and Zambia (Moldova, Zambia, Albania).
- ✓ 2000-2004: export advisor at MIEPO, export promotion agency (Moldova).

Experience in the development of start-ups since 2018

- ✓ 2024 - 2026: tracker and mentor at xSat company (<https://xsat.global>, Dubai, the UAE);
- ✓ 2026: mentor at CleanTech acceleration programme implemented by Glia and funded by UNDP Moldova (Chisinau, Moldova), 3 teams;
- ✓ 2026: mentor at Youth Startup Acceleration programme implemented by CNTM and funded by NRC (Chisinau, Moldova), 4 teams;
- ✓ 2023-2025: mentor at Global Cleantech Innovation Programme (GCIP / UNIDO accelerators in Chisinau, Moldova): 9 teams in 3 accelerators, Serghei was recognized as a Moldovan national mentor;
- ✓ 2025: mentor at the Women in Business programme implemented by ODA (<https://oda.md>, Chisinau, Moldova) – approx. 30 mentorship sessions delivered;
- ✓ 2025: mentor and trainer at the Marathon of your Business programme (5 companies in Moldova);
- ✓ 2025: tracker (growth consultant) supporting Business Hub clients (<https://innovation.md>, 3 companies in Tiraspol, Moldova);
- ✓ 2025: tracker / mentor of the product development team for Orbility (<https://www.orbility.com>, Chisinau, Moldova);
- ✓ 2024: tracker, mentor and trainer at Tech Balti technology accelerator (Balti, Moldova): 4 teams;
- ✓ 2021 - 2022: tracker in start-up accelerator QuickStart / NURIS (Kazakhstan): 9 teams in 3 accelerators;
- ✓ 2021 - 2023: tracker in start-up accelerators FinTech, HealthTech, CleanTech, AgTech, Startup City Cahul and Tech Entrepreneurship (all Moldova): 8 teams;
- ✓ 2018: mentor and speaker in start-up accelerator Tekwill (Moldova);

Experience in business training since 2024

- ✓ 2025: digital marketing training programme developed for Business Hub clients, 32 hours and mentoring support, two intakes (<https://innovation.md>, Tiraspol, Moldova);
- ✓ 2024: trainer and mentor at Start in Business programme implemented by Organization for Development of Entrepreneurship (ODA), development and delivery of 3 training modules on business planning, GTM strategy and financial modelling for 18 groups (<https://oda.md>, Moldova);
- ✓ 2024: development and delivery of university level course in innovations and business on innovations for USARB, University in Balti, 64 hours (<https://usarb.md>);
- ✓ 2023 – 2025: Development and delivery of Entrepreneurship and Financial literacy trainings for the lyceum teachers within Tekwill in Every School programme (<https://tekwill.md>, Chisinau, Moldova);
- ✓ since 2023: development of innovative AI-based edtech solution <https://datalinie.com> (used for marketing strategy bootcamps delivered for students with Business Hub, <https://innovation.md>, Tiraspol, Moldova);

EDUCATION

May 2008 – March 2010	Executive MBA Reims Management School / NEOMA Business School (France)
Sep 2002 – May 2003	International Trade Specialist accreditation eBSI Export Academy (Ireland)
Sep 1992 – June 1997	Specialist Diploma in Management Information Systems Lviv State University after Iv. Franko (Ukraine)

PROFESSIONAL DEVELOPMENT TRAINING COURSES (the most important)

- ✓ Training of Experts in Digital Upgrade for SMEs in 2025 – 2026 (5 days)
- ✓ Digital Transformation Academy training in 2024 (6 days)
- ✓ AI Tools for Productivity Growth, EBRD training in 2024 (9 days)
- ✓ Training of Trainers provided by ILO in 2023 (International Labour Organization, 10 days)
- ✓ Training for Start-up Trackers, Startup Academy in 2021 (4 days)
- ✓ Training for the development of Certified Management Consultants in 2016 - 2017 (25 days)
- ✓ Development of Consulting Skills, EBRD training for consultants in 2010 (12 days)
- ✓ Introduction to CMMI, an official course in 2008 (3 days)
- ✓ IT Project Management in 2003 (5 days)

SPECIFIC NON-MOLDOVAN EXPERIENCES

Business projects or study assignments in the United States, Ireland, Great Britain, France, Germany, Italy, Austria, Hungary, Greece, Zambia, South Africa, Russia, Ukraine, Romania, China, Albania, Lithuania, Latvia, Poland, the UAE, and Kazakhstan.

PERSONAL DETAILS

Civil Status	Married, two children
Nationality	Republic of Moldova, Republic of Bulgaria

LANGUAGES

Russian and Ukrainian	mother languages
English	fluent
Romanian	good (reading and understanding)

HOBBIES

Aikido (Japanese martial art, 3-rd kiu) and Aikiken (Japanese sword fencing)

REFERENCES ARE AVAILABLE ON REQUEST