

**DECLARAȚIE**  
**privind personalul de specialitate propus pentru implementarea contractului**

Nr. d/o	Funcția	Studii de specialitate	Vechimea în munca de specialitate (ani)	Numărul și denumirea bunurilor / serviciilor similare livrate / prestate în calitate de conducător	Numărul certificatului de atestare și data eliberării
1	2	3	4	5	
1	Liviu Andriuța (Director Executiv)	Master în Business și Administrare	15	Peste 30 de proiecte și programe de granturi administrative	Manager Proiect Seria K Nr. 00045076 din 10.10.2016 Evaluator Proiecte Seria I Nr. 00309477 din 13.09.2017
2	Carolina Gonța (Manager finanțier)	Licențiat în contabilitate și audit	20	Peste 20 de proiecte și programe de granturi administrative	
3	Marin Roșcovan (Consultant)	Master în economie financiară	10	Implicare în peste 20 de proiecte	

Liviu Andriuța  
 Director Executiv  
 Business Consulting Institute



<b>Position for this assignment:</b>	<b>Project Manager</b>				
<b>Personnel Information</b>	Name: <b>LIVIU ANDRIUTA</b>				
	Nationality: Republic of Moldova		Date of birth: 26 / 07 / 1977		
	Language Proficiency:				
	<i>Self-assessment</i>	<i>Understanding</i>		<i>Speaking</i>	<i>Writing</i>
		<i>Listening</i>	<i>Reading</i>		
	Russian	Proficient user (C2*)	Proficient user (C2*)	Proficient user (C2*)	Proficient user (C2*)
	English	Proficient user (C1*)	Proficient user (C1*)	Proficient user (C1*)	Proficient user (C1*)
	Romanian	Native language			
<b>Present Employment</b>	Name of employer: <b>Business Consulting Institute</b>				
	Address of employer: #27, Mihai Eminescu Street, Chisinau, MD 2012, Moldova				
	Telephone: +373-22-855080		Email: <a href="mailto:liviu.andriuta@bci.md">liviu.andriuta@bci.md</a>		
	Job title: <b>Executive Director</b>		Years with present employer: <b>19</b>		
<b>Education Qualifications</b>	<i>Summarise college/university and other specialised education of personnel member, giving names of schools, dates attended, and degrees/qualifications obtained.</i>				
	Technical University of Moldova [2014-present]		PhD candidate in Economics		
	Technical University of Moldova [2007-2008]		Master degree in Business Administration		
	Technical University of Moldova [1995-2001]		BA in Economy and Management in Industry		
	National Trade College, Chisinau, Moldova [1992-1995]		Major in Food Technology, Faculty of Food Technology		
	<i>Provide details of professional certifications relevant to the scope of services including name of institution and date of certification.</i>				
<b>Professional Certifications</b>	Project Manager (European Certificate), Iasi, Romania				
	Project Evaluator (European Certificate), Iasi, Romania				
	Training on the application of the provisions provided in Practical Guide to contract procedures for EU external actions (PRAG), Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, RM				
	Local Economic Development (Certificate), Bucharest Romania				

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

<b>Period: From – To</b>	<b>Name of activity/ Project/ funding organisation, if applicable:</b>	<b>Job Title and Activities undertaken / Description of actual role performed:</b>
2010-present	<i>Business Consulting Institute (BCI)</i>	<p><b>Executive Director</b></p> <p>Provide general management activities; Distribution of the tasks between staff;</p> <p>Fundraising and Project development and implementation;</p> <p>Development of Technical and financial offers for both national</p>

<b>Period: From – To</b>	<b>Name of activity/ Project/ funding organisation, if applicable:</b>	<b>Job Title and Activities undertaken / Description of actual role performed:</b>
		and international tenders; Communication, contracting, and reporting to the company's clients and donors
2025- 2026	<i>Capacity building for creation of Women Cooperatives and Women to Women Knowledge-exchange Visits and Trainings on CSA Practices</i>	<p><b>Project Manager</b></p> <p>Contributed to strengthening the role and participation of rural women in achieving land degradation neutrality by supporting climate-smart agriculture practices, women's empowerment, and economic participation in agricultural cooperatives and rural entrepreneurship.</p> <p>Activities included capacity-building for women and young women in rural areas through support for the establishment and strengthening of women-led agricultural cooperatives; delivery of entrepreneurship, business management, and accounting trainings for young women under 35; promotion of climate-resilient agricultural practices through peer-to-peer learning, Women-to-Women knowledge-exchange visits, and Agricultural Women Clubs; and facilitation of a Women's Network to enhance cooperation, experience sharing, and sustainable rural livelihoods.</p>
2025- 2026	<i>Facilitation of the BRIDGE to Global Markets Program</i>	<p><b>Project Manager</b></p> <p>administrative and technical support to enhance the international competitiveness of Moldovan SMEs by facilitating their participation in international trade fairs, exhibitions, and export promotion events. Played a key role in enabling SMEs' access to global markets through streamlined support mechanisms.</p> <p>Responsible for the efficient and transparent administration of the BRIDGE to Global Markets grant scheme, including application intake, evaluation support, contract management, verification and reimbursement of eligible costs, and monitoring of post-event business results. Contributed to simplifying export promotion procedures and strengthening institutional coordination between the Moldovan Investment Agency and private sector beneficiaries.</p>
2025	<i>Administrative Support for the BRIDGE Program 2025</i>	<p><b>Project Manager</b></p> <p>Provided administrative and logistical support for the implementation of the BRIDGE Program, a national co-financing scheme aimed at strengthening Moldova's export promotion and investment attraction efforts by supporting SME participation in international business events.</p> <p>Ensured the efficient, transparent, and continuous operation of the BRIDGE reimbursement mechanism by managing the full administrative cycle, including application processing, evaluation support, contracting, verification of expenditures, reimbursement, and reporting. Supported Moldovan SMEs in accessing global trade fairs, exhibitions, and international networking events through simplified, donor-aligned procedures.</p>
2024	<i>Provision of capacity building and technical assistance services for three targeted micro-clusters (PRIM Project / UNDP)</i>	<p><b>Project Manager</b></p> <p>Provide support in the framework of a tailored capacity building and business development assistance programme for micro-cluster development and sustainability.</p> <p>Preparation and organization of entrepreneurial education trainings for the LPA representatives;</p> <p>Preparation and organization of entrepreneurial education trainings for private sector representatives;</p>

<b>Period: From – To</b>	<b>Name of activity/ Project/ funding organisation, if applicable:</b>	<b>Job Title and Activities undertaken / Description of actual role performed:</b>
		<p>Organization of individual mentorship activities for local entrepreneurs;</p> <p>Organization of internal study visits for peer-to-peer learning for local entrepreneurs;</p> <p>Provision of support to the micro-cluster management entities to organize regular Clusters Assemblies;</p> <p>Provision of support to the micro-cluster management entities to elaborate customized Cluster Investment Portfolios;</p> <p>Provision of support the micro-cluster management entities in planning and organizing (or attending already established) domestic investment promotion events;</p> <p>Provision of support the micro-cluster management entities in planning and organizing externalization missions.</p>
2023-2024	<p><i>Provision of business advisory and support services to up to 20 small and medium enterprises from Moldova</i></p>	<p><b>Project Manager</b></p> <p>The project aims to provide support to SMEs through a non-refundable non-cash support mechanism, which includes procurement of equipment/goods/works/services coupled with coaching, and consulting activities. The project is implemented on 2 distinct components with specific regional emphases:</p> <p>Under Component 1, support is provided to 10 SMEs in three targeted micro-regions in the agri-food sector, which are upgrading their harvesting, storage, production, and processing capacities, enabling them to meet demanding food safety standards. Together with the equipment and/or infrastructure provided, the project team provides support for the redesign of internal business processes, which should improve the labour productivity and competitiveness of the enterprises.</p> <p>Under Component 2, support is provided to 10 other SMEs located in Cahul and Ungheni, which host a large number of refugees working in the non-agricultural sector to reduce their environmental impact and improve their efficiency and competitiveness by supporting energy efficiency measures in the production process as well as efficient generation of energy inputs.</p>
2023-2024	<p><i>Provision of support to Private Sector in Cahul and Ungheni Phase 3 (EU4MD - EU / UNDP / UNICEF)</i></p>	<p><b>Project Manager</b></p> <p>Provide support to Private Sector in Cahul and Ungheni districts through a non-refundable non-cash support mechanism, which includes procurement of equipment/goods/works/services, coupled with coaching, consulting, awareness raising and promotion activities, to stimulate the entrepreneurship culture of the Focal Regions. Provide support to new businesses, as well as acceleration of promising young companies from urban and surrounding rural areas, especially those led-by or having a positive impact on women and vulnerable groups.</p>
2021-2022	<p><i>Develop Climate Change Adaptation/Resilience Plans (CCAP) or mainstream climate change adaptation measures into the local development plans in eight district towns in inclusive</i></p>	<p><b>Project Manager</b></p> <p>Develop methodology and approach for mainstreaming of climate change adaptation / resilience into the selected towns. Draft Participatory and Gender inclusive Climate Change Adaptation Profiles for selected towns. Assist the LPA in incorporation of Participatory and Gender Inclusive Climate Change Adaptation Plans or Recommendations Reports on mainstreaming of gender</p>

<b>Period: From – To</b>	<b>Name of activity/ Project/ funding organisation, if applicable:</b>	<b>Job Title and Activities undertaken / Description of actual role performed:</b>
	<i>and participatory manner (UNDP)</i>	inclusive Climate Change Adaptation measures into the local development planning documents of district towns
2021	<i>Update of the Feasibility Study "Public Transport Chisinau - Project on electronic charging system"</i>	<b>Project Coordinator</b> Analysis and review of the current system for collecting travel tax and financial flows within the responsible enterprises. Analysis and proposal of the optimal payment structure for different social categories and time periods. Data analysis and report on the piloting implementation of VISA and MASTER ticketing.
2020-2023	<i>Provision of support to Private Sector in Cahul and Ungheni Phase 1 and 2 (EU4MD - EU / UNDP / UNICEF)</i>	<b>Project Manager</b> Provide support to Private Sector in Cahul and Ungheni districts through a non-refundable non-cash support mechanism, which includes procurement of equipment/goods/works/services, coupled with coaching, consulting, awareness raising and promotion activities, to stimulate the entrepreneurship culture of the Focal Regions. Provide support to new businesses, as well as acceleration of promising young companies from urban and surrounding rural areas, especially those led-by or having a positive impact on women and vulnerable groups.
2020-2022	<i>Direct Access to Students (CBC / EU)</i>	<b>Project Manager</b> Increase access to quality educational programs through cooperation between educational institutions and to support 600 pupils in tertiary non-university education classes in the Republic of Moldova in their socio-professional development, to rise the chance in building a career in the field of engineering, with an impact on improving the quality of life of young people.
2020	<i>Facilitate the mainstreaming of climate change adaptation and disaster risk management priorities into local development planning frameworks in a participatory and gender-sensitive manner (UNDP)</i>	<b>Project Coordinator</b> Provide basic training on mainstreaming climate adaptation and disaster risk management priorities to community working groups Screen local development strategies and actions plan of the 5 selected communities against climate change and disaster risk reduction content and facilitate a rapid community-level climate and disaster risk assessment; Develop a cost and fundraising strategy to accompany the community development plan, specifically related to the Community Climate Adaptation and Disaster Risk Management Plan, Provide training to LPAs and community working group on effective civic oversight.
2019	<i>Municipal Strategic Planning (IREX / USAID)</i>	<b>Project Coordinator / Strategic planning Expert</b> Support partner municipalities in updating existing and/or developing new socio-economic municipal strategies for their communities. Support the preparation of the planning process and ensure local participatory framework. Conduct a diagnostic analysis based on comprehensive desk research and draft the profile of each community; Support citizen participatory activities in the strategic planning process.
2018-2019	<i>Promoting Women's Empowerment Principles (WEP) in Moldova (UN Women)</i>	<b>Project Manager</b> Implementation of existing international and national commitments to women's rights and gender equality, networking and exchange of good practices and advocates for women's rights and gender equality in all areas of life. Provide support for establishment of WEPs Platform in Moldova and facilitate its

<b>Period: From – To</b>	<b>Name of activity/ Project/ funding organisation, if applicable:</b>	<b>Job Title and Activities undertaken / Description of actual role performed:</b>
		operations. Carry out mapping of the current and good practices in advancing gender equality and on WEPs implementation by private sector companies in Moldova. Advocate for laws and policies that promote gender equality and increase women's economic participation.
2017- 2018	<i>Mid Term Evaluation of the National Strategy for Agriculture and Rural Development for 2014-2020 (Agrotec Spa for Ministry of Agriculture, Regional Development Environment of RM / EU)</i>	<b>National Expert</b> Conducting the midterm evaluation to assess the continued relevance of NARDS programme and its interventions through its various measures/actions and the progress made towards achieving its planned objectives. Provide proposals to modify the Strategy and the Action Plan in order to ensure the achievement of the targets by 2020.
2017- 2019	<i>Engagement of Civil Society Organizations in the delivery of local public services in North Development Regions within the framework of the project Modernization of Local Public Services in the Republic of Moldova (MLPS / GIZ Moldova)</i>	<b>Project Manager</b> Support LPAs in applying participatory approach to local planning and programming Engagement in public procurement processes as members of the public procurement working groups and in providing assistance to LPAs in monitoring the construction and management of local public infrastructure investments Support LPAs in increasing the awareness of their citizens – as clients of the public services, and assist LPAs in improving public services delivery through inter-municipal cooperation
2017- 2018	<i>Design of the Reorganization Plan and Business Development Plans for the potential regional WSS operators in Criuleni and Dubasari Rayons and WSS Enterprise in Dubasari (Transnistria) (ICWMD / GIZ Moldova)</i>	<b>Project Manager</b> Support the improvement of the institutional framework for inter-municipal management of water resources Conduct the reorganization Plan for the Criuleni Municipal Enterprise "Comunservice" into a WSS Joint Stock Company with the follow-up Business Plan for the newly created intercommunal WSS operator in Criuleni Rayon Design the Business Plan for the WSS operator in the Dubasari administrative unit in Transnistria Region and for the newly-created inter-communal WSS operator situated in Cosnita.
2017- 2020	<i>Technical support for Modernization of Local Public Services Project (MLPS / GIZ Moldova)</i>	<b>Backstopping</b> Support the implementation of the programme 'Modernization of Local Public Services'
2016- 2017	<i>Support communities from ATU Gagauzia and Taraclia district in local community strategic planning and community mobilization processes (EU / UNDP / SARD)</i>	<b>Strategic planning Expert</b> Develop the Local Socio-Economic Development Strategies (LSED). Develop the capacities of local actors (incl. CBOs) in local development by applying community mobilization for empowerment principles; provide on-going support to community groups. Support LPA and local NGOs in community development and fundraising. Monitoring, coaching and support of LPAs.
2016	<i>Support Taraclia district in updating the socio-economic development strategy for 2016-2020 period (EU / UNDP / SARD)</i>	<b>Strategic planning Expert</b> Conduct a diagnostic analysis of Taraclia District based on comprehensive desk research. Support Taraclia District Public Administration in reviewing and updating the socio-economic development strategy.
2015 - 2016	<i>Integration of climate change adaptation in developing strategic documents at the</i>	<b>Project Manager / Strategic planning Expert</b> Analysis of local development strategies and action plans in six pilot districts against climate risks and evaluate them based on the

<b>Period: From – To</b>	<b>Name of activity/ Project/ funding organisation, if applicable:</b>	<b>Job Title and Activities undertaken / Description of actual role performed:</b>
	<i>district level and support in the implementation of performance-based budgeting (ADC / UNDP)</i>	projections for climate change and impact; Identify the necessary adaptation measures to be implemented at local level and their integration into the current action plan; Review of current expenditures on activities that could be considered with the resistance to climate change adaptation measures to climate change, disaster risk reduction, and assess the effectiveness of these allocations;
2015 – 2016	<i>Development of socio-economic strategies for Ialoveni and Calarasi (LGSP / USAID)</i>	<p><b>Project Manager / Strategic planning Expert</b></p> <p>Support selected towns Ialoveni and Calarasi in elaborating socio-economic development strategies. Conduct a diagnostic analysis of each selected partner town based on comprehensive desk research and draft the profile of the town; Support citizen participatory activities in the strategic planning process.</p>
2015 – 2017	<i>Creation of Job Opportunities through Business Support for Youth (EU / UNDP / SCBM)</i>	<p><b>Project Manager</b></p> <p>Contribute to an environment of trust and cooperation across the Nistru River generating new perspectives on shared interests and a shared future by people from both banks of the river while responding to their pressing development needs. Create jobs for youth (18-35 old) from the Security Zone, by providing support for business creation and development, and opportunities to establish new relations and learn from best practices. Provision of the individual consultations in business development for 15 grant beneficiaries selected.</p>
2015	<i>“DCFTAs: Challenges and Opportunities for SMEs” (ProReCo / EU-East European Partnership Programme)</i>	<p><b>Task Manager / National Expert</b></p> <p>Identify and describe the expectations of SMEs in Moldova after signing the DCFTA. Determine the opportunities and challenges for SMEs in Moldova after signing the Association Agreements. Analyze how the existing situations in DCFTA signatory states impacts SMEs ability to enter the European Single Market. Strengthen the rationale for EU integration in public discourse, develop policy recommendations for reforms of SME policy with the focus on agriculture and rural areas with reference to the expertise of EaP countries and advocate relevant reform processes.</p>
2015	<i>Trainings on business plan writing for women and men from target communities / JILDP / UN Women</i>	<p><b>Project Manager / Business Development Expert</b></p> <p>Management and coordination of the Project Activities</p> <p>Deliver business trainings, assist in business plan write-up</p> <p>Support at least 16 start-up or expanding businesses</p> <p>Provision of individual on-going coaching and assistance for selected businesses</p>
2014 – 2016	<i>Promoting entrepreneurship in developing rural areas / Estonian MFA</i>	<p><b>Business Development Expert</b></p> <p>Organizing regional workshops for the young entrepreneurs and local mentors on business innovation techniques and practical methods on how to start and develop a business (including Lean Start-up techniques) based on the transfer of knowledge from the Estonian partners. Developing a <b>business mentors network</b> at regional level (Soroca Rayon). Organizing in partnership with the Soroca Business Incubator the Soroca Hackathon and contribute to the realization of the Rural Entrepreneurs Cup and its TV show.</p>
2013 – 2014	<i>Promoting PPI as an efficient mechanism for community</i>	<p><b>Team leader</b></p>

<b>Period: From – To</b>	<b>Name of activity/ Project/ funding organisation, if applicable:</b>	<b>Job Title and Activities undertaken / Description of actual role performed:</b>
	<i>empowerment and sustainable local development / EC</i>	Strengthen sustainable development capacities of non-state actors and local authorities in Orhei and Telenesti Towns and the neighbouring communities for sustainable development.
2011	<i>Support LPAs in the target communities to develop LSEDs in a participatory, HR&amp;GE Manner/ UNDP Moldova</i>	<b>Project coordinator</b> Elaboration of 20 SE Development Strategies; identification and mobilization of vulnerable groups in 20 localities; assistance in identification and implementation of 20 local projects
2010 – 2012	<i>Promoting the innovative use of remittances in productive rural investments/IFAD</i>	<b>Project coordinator</b> Responsible for developing business plans and launching new businesses. Developing entrepreneurial and managerial capacities of individuals selected as beneficiaries of the project
2010	<i>Local Economic Partnerships/ East European Foundation</i>	<b>Project coordinator</b> Responsible for development of the package of documents needed for the grants contest, assistance in developing of project proposals. Support in the elaboration of business plans and technical support for the grant beneficiaries.
<b>Other relevant information (e.g. publications):</b>		
<ul style="list-style-type: none"> <li>▪ Manual on Participatory Planning and Implementing, 2013, (in Romanian)</li> <li>▪ Best entrepreneurship practices, 2012, (in Romanian)</li> <li>▪ Essence of the Feasibility Study, Balti, 2011 (in Romanian)</li> <li>▪ Guide for Entrepreneurship, 2011 (in Romanian)</li> <li>▪ Investment Opportunities for Remittance Beneficiaries in Central Moldova Region, 2010, (in Romanian).</li> </ul>		

<b>Position for this assignment:</b>	<b>Financial Officer/Accountant</b>				
<b>Personnel Information</b>	Name: <b>CAROLINA GONTA</b>				
	Nationality: Republic of Moldova		Date of birth: 07 / 10 / 1975		
	Language Proficiency:				
	<i>Self-assessment</i>	<i>Understanding</i>		<i>Speaking</i>	<i>Writing</i>
		<i>Listening</i>	<i>Reading</i>		
	Russian	Proficient user (C2*)	Proficient user (C2*)	Proficient user (C2*)	Proficient user (C2*)
	English	Independent user (B1*)	Independent user (B1*)	Independent user (B1*)	Independent user (B1*)
Romanian	Native language				
<b>Present Employment</b>	Name of employer: <b>Business Consulting Institute</b>				
	Address of employer: #27, Mihai Eminescu Street, Chisinau, MD 2012, Moldova				
	Telephone: +373-22-855080		Email: <a href="mailto:carolina.gonta@bci.md">carolina.gonta@bci.md</a>		
	Job title: <b>Chief-accountant</b>		Years with present employer: 7		
<b>Education Qualifications</b>	<i>Summarise college/university and other specialised education of personnel member, giving names of schools, dates attended, and degrees/qualifications obtained.</i>				
	Agrarian University of Moldova [1993 – 1997]	Licensed in Accounting and Auditing			
<b>Professional Certifications</b>	<i>Provide details of professional certifications relevant to the scope of services including name of institution and date of certification.</i>				
	Certificate course project accounting, ACAP, 2019				

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

<b>Period: From – To</b>	<b>Name of activity/ Project/ funding organisation, if applicable:</b>	<b>Job Title and Activities undertaken / Description of actual role performed:</b>
01.2016 – present	<i>Business Consulting Institute</i>	<p><b>Title: Chief-accountant</b></p> <p><b>Main responsibilities</b></p> <ul style="list-style-type: none"> <li>Organizing and keeping accounting records according to National Accounting Standards</li> <li>Preparation of the annual accounting policy necessary for the development of the company's activity</li> <li>Ensure the financial management of the projects</li> <li>Preparation the financial reports for donors</li> <li>Accounting for salary payments, corporate taxes and fees</li> <li>Accounting and analysis of foreign currency transactions</li> <li>Preparation of fiscal, statistical and reporting reports to NSIH.</li> </ul> <p><b>Involvement in projects</b></p> <p><b>Position: Financial Officer / Accountant</b></p> <ul style="list-style-type: none"> <li>Capacity building for creation of Women Cooperatives and Women to Women Knowledge-exchange Visits and Trainings on CSA Practices (FAO) (2025-2026)</li> <li>Facilitation of the BRIDGE to Global Markets Program (Innovate Moldova Project) (2025-2026)</li> </ul>

<b>Period: From – To</b>	<b>Name of activity/ Project/ funding organisation, if applicable:</b>	<b>Job Title and Activities undertaken / Description of actual role performed:</b>
		<ul style="list-style-type: none"> <li>• Administrative Support for the BRIDGE Program 2025 (Investment Agency of the Republic of Moldova) (2025)</li> <li>• Provision of business advisory and support services to up to 20 small and medium enterprises from Moldova (Government of Japan / UNDP) (2023-2024)</li> <li>• Provision of support to the Private Sector in Cahul and Ungheni Phase 1, 2 and 3 (EU4MD - EU / UNDP / UNICEF) (2020 - 2024)</li> <li>• Direct Access to Students (CBC / EU) (2020 - 2022)</li> <li>• Synergy of e-Health and digital skills in Georgia, Moldova and Ukraine: the path to increase the resilience of EaP civil societies in crisis times (EU / Eastern Partnership Civil Society Forum) (2021 - 2022)</li> <li>• Municipal Strategic Planning (IREX / USAID) (2019 - 2021)</li> <li>• Promoting Women's Empowerment Principles (WEP) in Moldova (UN Women) (2018 - 2019)</li> <li>• Engagement of Civil Society Organizations in the delivery of local public services in North Development Regions within the framework of the project Modernization of Local Public Services in the Republic of Moldova (MLPS / GIZ Moldova) (2017 - 2019)</li> <li>• Technical support for Modernization of Local Public Services Project (MLPS / GIZ Moldova) (2017 - 2021)</li> <li>• Support communities from ATU Gagauzia and Taraclia district in the field of Inter-Municipal Cooperation (IMC) for more efficient public service delivery at the local level (2016 - 2018)</li> <li>• Support communities from ATU Gagauzia and Taraclia district in local community strategic planning and community mobilization processes (EU / UNDP / SARD) (2016-2017)</li> <li>• Consultancy services for competitiveness improvement through training and certification of Business Consultants (EU / UNDP / SBMP) (2016 - 2017)</li> </ul>
10.2010 – present	BCI-Audit	<p><b>Title: Accountant</b></p> <p><b>Main responsibilities</b></p> <ul style="list-style-type: none"> <li>• Organizing and keeping accounting records according to National Accounting Standards;</li> <li>• Participation on the audit missions and preparation of the audit reports</li> <li>• Preparation of the annual accounting policy necessary for the development of the company's activity;</li> <li>• Planning and management of financial means</li> <li>• Accounting and analysis of foreign currency transactions</li> <li>• Preparation of fiscal, statistical and reporting reports to NSIH.</li> </ul>
06.2012 – 04.2013	Mun. Chisinau Mayordalty	<p><b>Title: Financial Expert</b></p> <p><b>Project: Rainwater drainage. Promoting and implementing innovative climate change actions</b></p> <ul style="list-style-type: none"> <li>• Ensuring the implementation of the project according to the financial conditions stipulated in the grant contract</li> <li>• Control and monitoring of cash flow according to the grant contract</li> <li>• Classification of expenditures according to the budgetary classification attached to the grant contract</li> </ul>

<b>Period: From – To</b>	<b>Name of activity/ Project/ funding organisation, if applicable:</b>	<b>Job Title and Activities undertaken / Description of actual role performed:</b>
		<ul style="list-style-type: none"> <li>Preparation of interim and final financial reports</li> <li>Participation in team work meetings</li> <li>Involvement in the selection procedures of service and equipment providers, as well as monitoring the compliance of procurement procedures.</li> </ul>
04.2010 – 10.2010	<i>Fagicom SRL</i>	<p><b>Title: Accountant</b></p> <p><b>Main responsibilities</b></p> <ul style="list-style-type: none"> <li>Organizing and keeping accounting records according to National Accounting Standards;</li> <li>Preparation of the annual accounting policy necessary for the development of the company's activity;</li> <li>Accounting for debts and receivables as well as their analysis after the due date</li> <li>Accounting for stocks of goods and materials of the company</li> <li>Accounting for salary payments</li> <li>Accounting for corporate taxes and fees</li> <li>Planning and management of financial means</li> <li>Accounting and analysis of foreign currency transactions</li> <li>Preparation of fiscal, statistical and reporting reports to NSIH.</li> </ul>
03.2008 – 04.2010	<i>Vladiales Trans Expediție SRL</i>	<p><b>Title: Chief-Accountant</b></p> <p><b>Main responsibilities</b></p> <ul style="list-style-type: none"> <li>Organizing and keeping accounting records according to National Accounting Standards;</li> <li>Preparation of the annual accounting policy necessary for the development of the company's activity;</li> <li>Accounting for stocks of goods and materials of the company</li> <li>Accounting for salary payments, corporate taxes and fees</li> <li>Planning and management of financial means</li> <li>Preparation of fiscal, statistical and reporting reports to NSIH.</li> </ul>
06.2002 – 03.2008	<i>Desenergo SRL</i>	<p><b>Title: Accountant</b></p> <p><b>Main responsibilities</b></p> <ul style="list-style-type: none"> <li>Accounting for salary payments</li> <li>Elaboration and submission of financial and fiscal reports of the company within the deadlines established by the legislation in force;</li> <li>Collection and generalization of data from the subdivision</li> </ul>
11.1997 – 06.2002	<i>National Social Insurance House</i>	<p><b>Title: Consultant</b></p> <p><b>Main responsibilities</b></p> <ul style="list-style-type: none"> <li>Analysis of financial statements</li> <li>Scheduling the debts of economic agents</li> <li>Analysis of the related documentation</li> <li>Submission of commission documents for approval</li> <li>Carrying out the process of receiving and processing the documents regarding the evidence of the state social insurance contributions</li> <li>Analysis of data on declared and transferred contributions</li> </ul>

<b>Position for this assignment:</b>	<b>Backstopping</b>				
<b>Personnel Information</b>	Name: <b>Marin ROSCOVAN</b>				
	Nationality: Republic of Moldova		Date of birth: 13/03/1990		
	Language Proficiency:				
	<i>Self-assessment</i>	<i>Understanding</i>		<i>Speaking</i>	<i>Writing</i>
		<i>Listening</i>	<i>Reading</i>		
	Russian	Proficient user (C2*)	Proficient user (C2*)	Proficient user (C2*)	Proficient user (C2*)
	English	Proficient user (C2*)	Proficient user (C2*)	Proficient user (C2*)	Proficient user (C2*)
	French	Proficient user (C2*)	Proficient user (C2*)	Proficient user (C2*)	Proficient user (C2*)
	German	Proficient user (C2*)	Proficient user (C2*)	Proficient user (C2*)	Proficient user (C2*)
Romanian	Native language				
<b>Present Employment</b>	Name of employer: <b>Business Consulting Institute</b>				
	Address of employer: #27, Mihai Eminescu Street, Chisinau, MD 2012, Moldova				
	Telephone: +373-22-855080		Email: <a href="mailto:marin.roscovan@bci.md">marin.roscovan@bci.md</a>		
	Job title: <b>Project Manager / Senior Consultant</b>		Years with present employer: <b>12</b>		
<b>Education Qualifications</b>	<i>Summarise college/university and other specialised education of personnel member, giving names of schools, dates attended, and degrees/qualifications obtained.</i>				
	Erasmus University - Rotterdam, Netherlands, [2012-2014]	Master degree in Financial Economics, Erasmus School of Economics			
	Erasmus University Rotterdam, Netherlands	BA in International Business and Economics			
<b>Professional Certifications</b>	<i>Provide details of professional certifications relevant to the scope of services including name of institution and date of certification.</i>				
	Project Manager (European Certificate), Iasi, Romania				
	Project Evaluator (European Certificate), Iasi, Romania				

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

<b>Period: From – To</b>	<b>Name of activity/ Project/ funding organisation, if applicable:</b>	<b>Job Title and Activities undertaken / Description of actual role performed:</b>
2014- present	<i>Business Consulting Institute (BCI)</i>	<p><b>Project Manager / Senior Consultant</b></p> <ul style="list-style-type: none"> <li>Skills development, fundraising, proposal writing and acquisition, and establishment of sustainable international partnerships and identifying potential stakeholders through effective implementation of strategies and activities, covering the position for external relations of the organization.</li> <li>Participating in the Elaboration of Feasibility Studies, reporting, planning and risk management, networking and database management. Fund management. Development partners and senior government relations.</li> </ul>

Period: From – To	Name of activity/ Project/ funding organisation, if applicable:	Job Title and Activities undertaken / Description of actual role performed:
		<ul style="list-style-type: none"> <li>Supervision: staff members (junior and mid-management level).</li> <li>Technical: Policy development and human rights-based approach to programming. Training: PCM, Fundraising, Monitoring and Evaluation; Reports elaboration; Strategic Planning.</li> <li>Competencies: Research, advocacy and lobbying</li> </ul> <p><b>Projects:</b></p> <ul style="list-style-type: none"> <li>Provision of business advisory and support services to up to 20 small and medium enterprises from Moldova (Project Officer)</li> <li>EU4MD/ Provision of support to Private Sector in Cahul region (SME 1, 2 &amp; 3) (Project Officer / Mentoring Program Coordinator)</li> <li>Develop the sustainable urban mobility plan for the municipality of Chisinau (Project Coordinator)</li> <li>Consultancy Service for "Territorial approaches research regarding the development of public transport" – Local social engagement expert</li> <li>Synergy of e-Health and digital skills in Georgia, Ukraine and Moldova: the path to increase resilience of EaP civil societies in crisis times (Project Coordinator) Chisinau Public Transport – Electronic Ticketing System Project – Senior expert.</li> <li>Consulting services to develop the Feasibility Study and ESIA for Soroca Sanitation Project (Local Coordinator)</li> <li>PROJECT FEASIBILITY ASSESSMENT MOLDOVA GRCF 2W1: BALTI DH - PHASE II (Local Coordinator)</li> <li>Elaboration of the feasibility study for the construction of the annex of block no. 1 of the Institute of Neurology and Neurosurgery "Diomid Gherman" for the Cross-border Project with the name "ROBOtization dedicated to the efficiency of the neuroMOtrice value" (Project Coordinator)</li> <li>Elaboration of the study to evaluate the impact of the implementation of fiscal facilities for sports and culture for employers and employees and the application of the relevant fiscal facilities mechanisms, as well as their impact on the state budget. (Project Coordinator)</li> <li>Promoting Women's Empowerment Principles (WEP) in Moldova (Project assistance)</li> <li>Consulting services to support communities from ATU Gagauzia and Taraclia district in local community strategic planning and community mobilization processes - Senior consultant.</li> <li>„Comunitatea mea“ – Assist local public authorities to receive trainings in developing municipal budgets and community development strategies through participatory, inclusive planning processes. (Strategic Planning Expert)</li> </ul>
2018 – 2020	Civitta Moldova	<p><b>Senior Analyst</b></p> <ul style="list-style-type: none"> <li>Development of the baseline study of using ICT in VET (ADA/Pro Didactica - 2019) – Senior Analyst</li> <li>Assessment of GDPR compliancy of Danske Bank (Copenhagen, Denmark / Nov 2018 – July 2019) – Senior Analyst</li> </ul>

Period: From – To	Name of activity/ Project/ funding organisation, if applicable:	Job Title and Activities undertaken / Description of actual role performed:
		<ul style="list-style-type: none"> <li>• Development of micro strategies for the private companies from North-Est and South-est region. – Romania (POCU- 2019) – Project Coordinator</li> <li>• Development of the investment profiles for the companies from the agricultural field. Detailed economical financial analysis of more than 80 companies from the field of livestock, processing and canned food. (GIZ/MIEPO – 2018-2019). – Senior Analyst</li> <li>• Assessment of the „NOVATECA” program. (IREX – 2019) – Senior Consultant</li> <li>• Assessment of the Child Centered Education Project (UNICEF – 2018) – Senior Analyst</li> <li>• Mid-term evaluation of the National Agricultural and Rural Development</li> </ul>
2015- 2016	<i>Creation of Job Opportunities through Business Support for Youth (EU / UNDP / SCBM)</i>	<b>Mentor</b> Provide support for business creation and development, and opportunities to establish new relations and learn from best practices. Provision of the individual consultations in business development for 15 grant beneficiaries selected.
2014- 2016	<i>Promoting entrepreneurship in developing rural areas / Estonian MFA</i>	<b>Mentor</b> Delivering regional workshops for the young entrepreneurs from the rural areas. Providing individual advice and technical assistance in starting and developing businesses. Assistance in Business plan elaboration.
Spring, 2012	<i>The Dutch Moldovan Business Council, Amsterdam, NL</i>	<b>Business Development Manager</b> Support matchmaking between Dutch and Moldovan companies for the Privet Sector Investment Programme (Dutch Ministry of Foreign Affairs); research and analyze developments in Dutch and Moldovan economic policies and legislation; preparation of background briefs, sector updates, press releases, and official correspondence; support with logistical issues for council events and mission trip preparation
Spring, 2012	<i>Erasmus School of Economics - Erasmus University, Rotterdam, NL</i>	<b>Research and Teaching Assistant</b> Data collection on trade balances for Latin American countries for 2003-2008 period; teaching tutorial sessions for Macroeconomics (1st year BSc); grading of weekly assignments
Spring, 2011	<i>Erasmus School of Economics - Erasmus University, Rotterdam, NL</i>	<b>Research Assistant</b> credit rating data collection from Bloomberg; credit spread downloads from Datastream; match Bloomberg data set with Compustat (WRDS) firm identifiers
2009- 2011	<i>Economische Faculteitsvereniging Rotterdam, Rotterdam, the Netherlands</i>	<b>Member</b> <ul style="list-style-type: none"> <li>• Marketing, organization, and</li> <li>• coordination of a wide range of events and activities</li> </ul>
2008- 2010	<i>Business Consulting Institute, Chisinau, MD</i>	<b>Office Assistant (Summer period)</b> survey data collection and basic analysis; book-keeping; English-Romanian and English-Russian translation of consulting projects (and vice-versa); a wide array of secretarial duties
2007- 2008	<i>Caterhaam School, London, UK</i>	<b>Boarding House Prefect and Treasurer (HSBC Bank)</b> <ul style="list-style-type: none"> <li>• boarding house administrative and managerial duties;</li> <li>• basic book keeping;</li> <li>• motivation and encouragement of boarding house residents (colleagues)</li> </ul>