

Name	NATALIA CALENIC				
Nationality:	Republic of Moldova				
Language Skills (Common European Framework of Reference (CEF) level):	<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*)
	Romanian	Native language			
Educational and other Qualifications:	Master degree in law, Moldova State University				
Professional certifications	Training for trainers on Business Strategies and Business Plans, Marketing, Market research, Business coaching skills, export promotion, international trade statistics (Moldova and online at UNCTAD, International Trade Centre - Certificates)				
	INCOTERMS 2020, International Chamber of Commerce Academy (Certificate)				
	Internal Auditor on Quality Management System ISO 9001:2015, ISO 19011:2011, Certificate, Romania				
	Customs Modernisation Advisor, World Customs Organisation (Certificate)				
	Course on Intellectual Property World Intellectual Property Organization (online)				
Summary of Experience: Experience in strategic planning, project management and working in public and private sectors development projects . Main areas: trade facilitation, export promotion, implementation of the quality management standards, public-private dialog, business regulation, small and medium business support, investments. Experience in provided consultancy to the business on planning, project proposal, legal framework, international contracts, Incoterms, export import procedures. An extensive experience in all phases of the development cooperation programme cycle from identification, design, development, through to management and implementation – including experience and expertise in the evaluation of regional and international projects and programmes; establishment of the close co-operation with Government Ministries and Agencies in the framework of different Working Groups on investment and business climate improvement, policy recommendations for improvement of legislative and regulatory framework for foreign investment climate, including Customs and Taxation Policy, State Budget, etc.; Implementation of the pubic-private dialog platforms- as Secretary of the first national trade facilitation committee MOLDPRO, (2004-2007) Secretary of the Customs Consultative Committee (2007-2017), Coordinator of the CCI Sectorial Commettes (2017-2021), and coordination of the Chamber of Commerce 3 sectorial committee activity (2017-present). Participated in conducting several surveys, among business on trade facilitation issues, impact of reforms, etc. focus groups, researched on regulatory impact on business environment. Experience in legal drafting and harmonization with the EU acquis communautaire. More than 20 years’ experience in international trade facilitation area, legal approximation, public private dialog, project development and implementation, training and coaching for business, ISO standards. Participated in the negotiation team of the Association Agreement of EU-MD and notification for the WTO Trade Facilitation Agreement. 10 years experience as moderator and facilitator in seminars, workshops, regional and international conferences and as university lecturer. Drafted several Guides for business community on border crossing procedures, trade facilitation. Strong experience in strategic management and quality management, ISO 9001:2015.					

Experience in management and implementation of international projects and donor coordination including technical assistance projects, financed by EC, EBRD, the World Bank, UNDP, USAID and other national and international programmes

During last years participation to the preparation of the project proposals, applications and coordination of the following projects:

- Program EU4MOLDOVA: Focal Regions Programme Cahul, Ungheni, Proiectului PNUD "Suport pentru sectorul privat din raionul Ungheni și raionul Cahul", LOT 2, finanțat de Uniunea Europeană și implementat de Programul Națiunilor Unite pentru Dezvoltare (PNUD) și Fondul Națiunilor Unite pentru Copii (UNICEF). (Local Facilitator)
- Project „Visibility and communication for actions relating to AA/DCFTA implementation in the framework of EU-funded assiEU Project: "Support to Quality Infrastructure Framework within the DCFTA context in the Republic of Moldova", funded by the European Union
- USAID Moldova Structural Reform Program
- HELVETAS Swiss Intercooperation Creating Job Opportunities through Inclusive Market Systems (IMS) programme in partnership with Chamber of Commerce and Industry of the Republic of Moldova, Chisinau (Moldova) Inception Phase
- UNDP Advanced Cross-River Capacities for Trade Project (AdTrade)
- EU4Business: Connecting Companies' (EU4BCC) is a project managed by EUROCHAMBRES and funded under the EU4Business

Experience:

Period: From – To	Name of activity/ Project/ funding organisation, if applicable:	Job Title and Activities undertaken / Description of actual role performed:
2017- present	<i>Chamber of Commerce and Industry of the republic of Moldova (CCI)</i>	Vice-president, Director of Department relations with members and support in business Overall management Management of the Department and CCI branches in the field of Department activities including: Coordination of CCI Consulting services to business. Providing consulting, training, coaching for enterprises; Public-private dialogue; CCI Members Register; Consultation of the draft legislation, drafting and promoting legal initiatives related to business, impact assessment of legal act, elaboration of studies, researches on the business environment development; Elaboration of proposals for the legal harmonisation with the EU and International standards related to the development of the business environment; Promotion of the International Chamber of Commerce recommendations. Coordination of the CCI services as customs broker, expertise and evaluation of goods, certification of origin of goods; simplified customs procedures; Consulting business on international trade, relevant aspects on DCFTA; Management of the Donors assistance projects and activities Audit on Quality management ISO 9001:2015.
2016- 2017	<i>Customs Service of the Republic of Moldova</i>	Head Strategic Management and Customs cooperation Division Manage operational responsibilities and activities of the division in the following relevant areas: Drafting and Implementation of the Institutional Development Plan and Quality Management System ISO Coordination of the DCFTA implementation by the Customs Service, implementation of the Trade facilitation Agreement and World Customs
2015- 2016	<i>World Customs Organisation (WCO), Brussels</i>	Professional Associate in Trade Facilitation Directorate. Enhancing the research activities of the WCO in order to support and assist the Secretariat in its mission and tasks.

2007-2016	<i>Customs Service of the Republic of Moldova</i>	Head Strategic Management and Customs cooperation Division Manage operational responsibilities and activities of the division in the following relevant areas: Legal harmonization in the area of international trade. Coordination of donors assistance Ensuring secretariat of the Customs Consultative Committee, as customs-business partnership partnership Representation of interests in Court of Justice
2004-2007	<i>Chamber of Commerce and Industry of the republic of Moldova (CCI)</i>	Secretary of National Trade facilitation Committee (MoldPro) Head of customs brokers Division MoldPro- Committee established by Government decision in accordance with UN / CEFAC Recommendation no 4 on national trade facilitation bodies, to develop the dialogue between governmental institutions and business community in the area of trade facilitation. As Head of customs broker division - Managing the organization of the customs brokers activities in the central and regional brunches of the CCI.
2002-2007	<i>TACIS Project on implementation of Partnership and Collaboration Agreement between the Republic of Moldova and EU</i>	Legal consultant Providing assistance to the public authorities as to implementation of EU polices and legislation. Providing legal expertise on draft legislation as to correspondence to the EU acquis s communautaire. Providing trainings in the field.
1999-2002	<i>Customs Service of the Republic of Moldova, Customs House Chisinau</i>	Customs inspector, legal division Providing legal assistance to the management Representing customs interests in national Court of Justice
2002-2007	<i>Moldova State University</i>	Lecturer in Customs Law, Conducting lectures and practical trainings. Evaluating students. Supervising reports and thesis
Other relevant information (e.g. publications): List of publications (Guides for business, Articles in national newspapers and specialized magazines) available upon request 2019- Study Visit, organised by OECD to Bratislava including visits to Clusters.		