

**SABINA CRIGAN – project coordinator and export adviser, certified trainer**



Sabina is a project coordinator at Gateway & Partners Moldova Office since 2017, with proven ability to analyse complex situations and finding practical solutions having a significant background experience in operations management, organizational development, strategic planning and management.

Extensive experience with project managing national social Anti-violence Campaign, Practical skill development Project for students and Carrier orientation Project for pupils, responsible for sustainable designing and planning with forward implementation, also as a leader responsible for budgeting, providing financial analysis, interviewing, hiring, training, mentoring, coaching and career development.

Possesses proven/exceptional communication and interpersonal skills to effectively collaborate on all business levels, also significant presentation skills in training facilitation/measurement being a certified trainer.

As co-founder of consultancy company „Business Development Capital” LTD and consultant at Investment House ”BIS–Capital” LTD, Sabina gained practical skills in providing market studies and marketing research analysis interpreting data, writing reports and making actionable recommendations, defining, developing and executing marketing research projects, synthesizing and applying information/data to establish facts and develop insights to provide new perspectives on the category, consumers, and innovation pathways.

Sabina has a background in managing the engagement of marketing research projects, including external research suppliers, to ensure the research is executed in an accurate, timely, and cost-efficient manner.

Additional significant experience has also been gained working within Main State Tax Service, Large Taxpayer Administration Department providing extensive analysis of the reasons that led to outstanding debts to the national public budget of each taxpayer and ensure enforced collection of tax liabilities, establishing and prevent cases of tax evasion, using tax administration information developed, drawing up and present reports based on

departments activities and providing economic and financial performance analysis of companies in order to establish schedules and possibilities of tax liabilities extinguishment.

Sabina currently holds Bachelor degree in Economic science, speciality International Economic Relations, from State University of Moldova, additionally undertaking certification in International Trade from Institute of Export, UK.

Example of the projects that Sabina has been a part of:

Year	Customer	Value of assignment	Assignment
2017-2018	ODIMM, Worldbank	Over 80000 euro	Coordination and execution of focus groups with exporters and potential exporters, development of training program and participation in the training sessions and a trainer.
2017	Zernoff Group Business	Over 5 000 EUR	Coordination of the Export Strategy for Zernoff company export products and coordination of project performance. Strategy execution based on market study of 25 potential trading countries, weighted-score analysis of priority export markets, strategic action plan in conducting Client's internationalization.
2017	Cascom-Lux Business	3 000 EUR	Coordination for the implementation of the Export Intelligence project to Italy for Moldova's No.1 military and police caps producer. Execution of the required deliverables such as target potential partners selection, progress report, meeting plan; ensuring due time project execution; assessing the project impact on Client's export development efforts.
2017	Gelibert Business	3 000 EUR	Coordination for the implementation of the Export Intelligence project to Romania for Moldova's No.2 bottled water and soft drinks producer. Execution of the required deliverables such as target potential partners selection, progress report, meeting plan; ensuring due time project execution; assessing the project impact on Client's export development efforts.
2017	Viorica-Cosmetic Business	7 800 EUR	Coordination for the implementation of the Export Intelligence project to Romania, Czech Republic and Slovakia for Moldova's No.1 cosmetics producer. Execution of the required deliverables such as target potential partners selection, progress report, meeting plan; ensuring due time project execution; assessing the project impact on Client's export development efforts.
2017	Regina Naturii Business	3 000 EUR	Coordination for the implementation of the Export Intelligence project to Germany, for a Moldovan honey producer and exporter. Execution of the required deliverables such as target potential partners selection, progress report, meeting plan; ensuring due time project execution; assessing the project impact on Client's export development efforts.

2016 July – 2017 Jan	ASPIRE, EDELWEISS (Moldova)  NGO	Above 150 000 EUR	Campaign leader and coordinator, sustainable designing, coordination and execution of action plan, communication with the client, public and government institutions. Also, inaugurate 4 psychological and legal Counselling centres for domestic violence victims, designing services with staff selection process. Designing and delivering training for students from rural regions. Organization of events and charity actions.
2016 April – Dec	ASPIRE, EDELWEISS (Moldova)  NGOs	Above 70 000 EUR	Leading and managing the project included interviewing over 200 pupils and selection 20 for participation in complex personal and professional development programs. Sabina was responsible for overall project lead and execution, designing the project curricula hiring experienced trainers from the Republic of Moldova and abroad, but also delivering trainings, communication with all stakeholders. Sabina was responsible for practicalities as designing contracts, invoices, budgeting and financial analyse, also administrative assistance as organization of study activities, trips and events.
2015 oct – 2016 june	Business Development Capital LTD	40 000 EUR	The project included interviewing over 400 pupils and selection 40 for participation in practical and soft skills development project for graduates of universities, colleges and professional schools with further internships and connection with potential employers. Responsible about the section of interviewing and selecting the participants, hiring trainers, searching for partners - potential employers and sponsors, organization of training and internship programs, providing mentoring for students for their successful career development and employment.

## SABINA CRIGAN CV

### WORK EXPERIENCE

**January 2017 – ongoing** – Project Coordinator, Gateway & Partners Moldova, export and market intelligence

**June 2016 - ongoing** – President of Non-profit Association “Development Centre “ASPIRE”

**October 2015 – June 2016** - Consultancy programs director, co-owner of „Business Development Capital” LDT

**September 2013 - October 2015** - Consulting company Investment House “BIS–Capital” LDT

**September 2008 - September 2013** - Inspector, Main State Tax Service, Large Taxpayer Administration Department.

### EDUCATION

**2017 – ongoing** – **Certification in International Trade**, Institute of Export and International Trade (UK, London)

**May 2016 - Certified Trainer**, CPD Standards Continue Professional Development.

**November 2015 - EBRD training course**, Marketing and Selling Consulting Services

**2004 - 2008** - **Bachelor of Economics**, Economic Science Faculty, speciality International Economic Relations, State University of Moldova.

**1992 - 2004** - **Baccalaureate degree**, Lyceum theoretic-english “Ion Creangă”.

### LANGUAGES

Romanian – native, Russian – fluent, English – fluent.

### IT SKILLS

Expert in Microsoft office programs, CRM program.