



# Mary Nemciuc-Erhan

ECOSYSTEM BUILDER

## Profile

For 8+ years, has been shaping Moldova's tech ecosystem through 600+ initiatives that connect professionals, entrepreneurs, and private and public sectors, spanning fields from BioTech to DeepTech.

She's forged alliances with Techstars, Deep Ecosystems, and Techcrunch, bringing international attention and opportunities to Moldova. Now, she is seeking the EaP ecosystem.

Mary's focus is on tech's potential for bold impact, aligning innovation with human needs.

## Employment History

### CEO and Founder, Technovator

SEPTEMBER 2021 – PRESENT

- Assembled a high-performing team, designed and implemented strategies, secured vital funding, and ensuring fiscal responsibility.
- Ignited a culture of innovation through Labs, Forums, Hackathons, and Conferences, sparking connections and tackling real-world challenges.
- Championed tech integration across AgTech, HealthTech, FinTech, and PowerTech, fostering vibrant cross-industry connections.
- Nurtured future tech leaders in 10 Moldovan universities through "Startup Students," instilling an entrepreneurial mindset.
- Built and empowered expert communities in Product Management, Business Tracking, and Careeraid.tech

### Ecosystem Builder, Startup Moldova, Chisinau

JANUARY 2019 – JANUARY 2021

- Visioning and executing a concept and strategic plan, of establishing Startup Moldova as a distinct entity from ATIC.
- I led the conceptualization, branding, and launch of this independent organization, designing its identity and building a comprehensive website packed with resources, including a national startup database.
- I spearheaded the assembly of the team and fostered partnerships with key stakeholders.
- Developed over 100 programs and initiatives, each designed to empower startups, cultivate talent, and ignite collaboration.
- Launched national verticals for HealthTech, FinTech, AgTech, and PowerTech, further diversifying and enriching the ecosystem
- I identified opportunities within existing communities and led insightful processes that unlocked their full potential

### Program Coordinator, Startup Academy Moldova

SEPTEMBER 2018 – DECEMBER 2020

- Initial conception to successful execution
- Conceptualized and managed the Digital UPGRADE program in collaboration with ODIMM, reaching over 600 SMEs.
- I led the Startup Academy UNI initiative, bringing startup education to 6 universities in Moldova.

## Details

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Moldova, Republic of  
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## Links

[Linkedin](#)  
[Technovator](#)

## Skills

Adaptability  
Leadership Skills  
Strong Multitasking Skills  
Management Skills  
Organizational Skills

## Languages

Romanian  

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English  

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Russian  

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- My commitment to cross-sector collaboration led to the development of a program in partnership with USAID, Sweden, UN Women, and EFSE, which positively impacted over 200 beneficiaries.
- I've secured funding and managed partner reporting, ensuring accountability and transparency.

### **Entrepreneurship Program Manager, Tekwill, Chisinau**

MARCH 2017 – SEPTEMBER 2021

- I lead the entrepreneurial component within this Public-Private Partnership Project
- By actively listening to the community and analyzing international initiatives, I identified challenges and developed concepts and initiatives to address them.
- This approach, coupled with effective KPI prioritization and a focus on progressive work, allowed me to consistently exceed program goals.
- I spearheaded the launch and monitoring of 400+ successful initiatives and supported over 30 communities, fostering collaboration and learning.
- I implemented the guidelines and package for Tekwill's coworking space.
- I provided regular reports to donors and meticulously followed established procedures.

### **Project Manager, Moldovan Association of ICT Companies**

MARCH 2015 – MARCH 2018

- Managed projects from conceptualization to reporting.
- Developed and initiated projects, managed costs, and monitored performance.
- Modified and directed project plans to meet organizational needs.
- Identified, reviewed, and applied policies and procedures.
- Headed project teams specializing in design and launch activities.
- Obtained needed resources by strategically negotiating with stakeholders and outside suppliers.

## **Education**

### **Biotechnology in Food Industry, Technical University of Moldova , Chisinau**

SEPTEMBER 2009 – JUNE 2014

Bachelor of Science

### **Bioeconomy And Environmental Economy , University of Science Academy Moldova, Chisinau**

SEPTEMBER 2014 – JUNE 2016

Master of Science

## **References**

### **Ana Chirita from Tekwill**

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### **Cristian Cerneanu from Future Technologies Activity (FTA) Project implemented by Chemonics**

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### **Stella Jemna from Western NIS Enterprise Fund (WNISEF)**

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