



Iuliana Drăgălin

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Date of birth 11/09/1980 | Nationality MDA

PROFESSIONAL EXPERIENCE

2022-present	Project manager AFAM
2021- 2023	Executive Director, Association of Business and Management Consultants (ACAM)
2019 november- 2021 august	State Secretary, Ministry of Economy and Infrastructure
2019 august- november	Organisation for Small and Medium Enterprises sector Development (ODIMM)
2017-2019 august	State Secretary, Ministry of Economy and Infrastructure (international cooperation and quality infrastructure field)
2017- present	PhD, lecturer State University of Moldova PhD, lecturer Free International University of Moldova PhD, lecturer Academy of Economic Studies of Moldova
2015	Academic Mobility within Erasmus + Program, Danubius University, Romania
2014 - 2017	PhD., Associate Professor Dean of the Faculty of Economic Sciences
2013 - 2014	PhD., Associate Professor <i>ad interim</i> Dean of the Faculty of Economic Sciences
2012 - 2013	Deputy Dean of the Faculty of Economic Sciences
2012 - 2013	Responsible Quality Assurance Department, BA, REI, Tourism
2010 - 2017	Responsible for the Francophonie Branch of ULIM "Gestion et administration des entreprises"
2009 - 2006	Researcher at the Institute for Strategic Research in Economics
2009 – 2013	Lecturer at the Free International University of Moldova, Department of Management and Marketing
2004 - 2008	Lecturer at the Free International University of Moldova, Department of Management and Marketing

EDUCATION

2011	Defence of doctoral thesis and conferring the title of PhD
2011	Internal Quality Audit, AJA Registers Courses, Romania Branch
2007-2009	PhD IFAG, Bulgaria

2006-2010	PhD studies, Management and Marketing, ULIM
2004-2005	Master - Free International University of Moldova, Department of Management and Marketing, Business and Administration
1998	Stage at University Stendhal – Grenoble, France
1997-2002	Free International University of Moldova, Department of Management and Marketing, Francophone Branch, 1st Cycle License
1995-1997	High School "A. Mateevici", Donduseni

PROFESSIONAL SKILLS

Mother Tongue Romanian

Other	UNDERSTANDING	SPEAKING	WRITING
Russian	C 1	C 1	C 1
French	B 2	B 2	B 2
English	B 2:	B 2:	B 2:

- Communication Skills**
 - good communication skills acquired through teaching experience
 - ability to communicate effectively in a foreign language (participation in international conferences)
 - international communication with partners
- Management Skills**
 - teamwork, analytical thinking, focus on results - acquired as a dean of the faculty
- Working Skills**
 - adaptability, communication, self-development, creativity (didactic and research activities)
 - organizing scientific events
 - good knowledge of quality control processes (currently being in charge of quality audit)
- Digital Competence**
 - good knowledge of Microsoft Office, Excel, Power Point tools
- Other Skills**
 - perseverance, organizational spirit, seriousness, punctuality, flexibility, the desire to learn continually
 - detailed knowledge of quality management components and processes in higher education

Driver Licences ▪ B

ADDITIONAL INFORMATION

Lead negotiator
 Free Trade Agreement CIS countries, (services field negotiations)
 Free Trade Agreement China – Republic of Moldova (four round of negotiations)
 Free Trade Agreement with EFTA countries
 Free Trade Agreement GUAM
 Free Trade Agreement UE – RM (AA/DCFTA, renegotiation of quotas)

Project title:	SUPPORT FOR ECONOMIC ANALYSIS FOR THE MINISTRY OF DEFENCE		
1.10.22 - 31.12.22	KONRAD ADENAUER FOUNDATION REPRESENTATIVE OFFICE	Expert (100 days)	Expert in the field of economics in the Ministry of Defence of the Republic of Moldova. Subject of expertise: <ul style="list-style-type: none"> • Providing expertise in the field of competence; • Providing support for the implementation of the beneficiary's activities; • Contributing to the implementation of the beneficiary's objectives; Performing other work-related tasks as required.
Project title:	"Empowering Crises Affected Women for a Richer and More Stable Society"		
01.02.23-31.12.23	AFAM / UN WOMEN	Project assistant	support in project implementation
Project title:	Pilotarea modelul de funcționare a creșelor la domiciliu"		
I phase 15.09.23 – 15.12.23, II phase 01.01.24-01.11.24	AFAM / ILO	Project coordinator	Led the planning, implementation, and monitoring of a project focused on supporting patent-based childcare entrepreneurship. Developed and executed business models and financial sustainability strategies for small-scale nurseries.
Project title:	"Dezvoltarea serviciilor de educație timpurie pentru populația de refugiați ucraineni".		
01.01.24-01.10.24	AFAM / STREET CHILD	Project manager	Led the planning, implementation, and monitoring of a project focused on supporting patent-based childcare entrepreneurship. Developed and executed business models and financial sustainability strategies for small-scale nurseries.
Project title:	"Emergency response to meet the basic needs of refugees and host communities affected by the Ukraine crisis in Moldova through provision of basic need, education, protection & MHPSS services"		
1.08.24-30.10.24	AFAM/ WE WORLD	Project manager	Led the planning, execution, and monitoring of a project focused on supporting patent-based childcare businesses. Led the planning, execution, and monitoring of a project focused on supporting patent-based childcare businesses. Managed stakeholder engagement and built partnerships with local authorities, NGOs, and community organizations. Ensured compliance with regulatory and licensing requirements for childcare services. Developed and implemented financial and business models to support sustainable income generation. Provided training and mentorship to entrepreneurs on business management and childcare service delivery. Oversaw budgeting, resource allocation, and financial reporting. Led risk assessment and problem-solving initiatives to ensure project success. Managed project team coordination and performance to achieve strategic objectives Conducted awareness campaigns and advocacy efforts to promote childcare entrepreneurship. Monitored and evaluated project impact, preparing reports for stakeholders and funding partners.

Project title RFP - Youth Entrepreneurship Marathon

2024-
2025

UN Women

Project
manager

Led the full project cycle, from planning and budgeting to execution and closure, ensuring compliance with donor requirements (UN Women).

Designed and implemented the project workplan, risk register, monitoring & evaluation framework, and communication plan.

Coordinated a multidisciplinary team of trainers, mentors, facilitators, and volunteers, defining roles and responsibilities and ensuring high-quality delivery.

Organized outreach campaigns and training sessions in schools/lyceums, engaging over 500 students from rural and urban areas in entrepreneurial education.

Managed procurement, logistics, and financial oversight, including budget forecasting, cost tracking, and preparation of audit-ready documentation.

Ensured safeguarding, inclusion, and equal participation of girls and vulnerable groups, in line with “Do No Harm” principles and GDPR compliance.

Established partnerships with educational institutions, local authorities, and business mentors to strengthen the entrepreneurship ecosystem.

Oversaw monitoring, evaluation, and reporting processes, preparing narrative and financial reports aligned with donor indicators and KPIs.

Produced visibility and communication materials (press releases, social media content, impact stories), ensuring donor branding guidelines were respected.

Delivered the project’s final event (business pitch competition), linking youth with incubators, mentors, and opportunities for follow-up support.

Trainer activity

Noiembrie 2023- Decembrie 2023, Proiect ”Pilotarea modelul de funcționare a creșelor la domiciliu” și Organizației Internaționale de Caritate ”Street Child” (UK) ”Dezvoltarea serviciilor de educație timpurie pentru populația de refugiați ucraineni”.

Entrepreneurial training

Deliverable: 30 person trained, 30 persons mentored and coached, 30 business plans elaborated

Iulie 2023 - Decembrie 2023, Proiect "Driving Economic Inclusion and Empowerment for Refugees and Vulnerable Communities"

Entrepreneurial and Soft skills trainings

Deliverable: 150 person trained, 45 persons mentored and coached, 40 business plans elaborated

Februarie 2024 - Noiembrie 2024, Project “**Entrepreneurial Growth and Financial Literacy Initiative (EGFLI)** “

Entrepreneurial and Soft skills trainings

Deliverable: 180 person trainee, 45 persons mentored and coached, 40 business plans elaborated

Post-qualification training courses / learning activities

2023

Internationally certified

Training of Trainers International Labor Organisation

Trainers/Consultants on ILO methodology “Generate your Business Idea” and “Start your business”

2024

Internationally certified

Training of Trainers UN WOMEN

Trainers/Consultants on Promoting Women’s Empowerment Principles (WEPIs)

Internationally certified

Training of trainers GOOGLE

Trainers/Consultants on E-Commerc and Digital Marketing

Publications

Scientific publications

1. Dragălin Iuliana. The problems of quality management in the Republic of Moldova. Symposia Professorum, ULIM, Chisinau, 2006, p.
2. Dragălin Iuliana. Improving quality management as a competitive factor of the enterprise. Economic Studies, №1-2, January - June 2007, ULIM, p.204-211.
3. Dragălin Iuliana. Determining the role of cost quality, Scientific Review of Economic Studies, year. 2, no. 3-4 (December), 2008, pp. 201-204.
4. Dragălin Iuliana. Quality Management Manual Foundation of Quality Standards in the Enterprise Management System, Magazine "Economic Studies", ULIM, Year 2 no. 1-2 (June), 2009, pp. 224-227.
5. Dragălin Iuliana. Vision on Quality Management under Current Conditions, Materials of the Scientific Conference. Enterprise Management in Contemporary Economic Environment. Chisinau, Evrica, 2009, pp. 185-189
6. The impact of the phenomenon of forcibly displaced persons on the economic and social development of host communities: their resilience and contribution to sustainable growth, Conferința "Modern paradigms in the development of the national and world economy", Chișinău, Moldova, 6-7 octombrie 2023, CZU: 330.16

Articles in scientific papers**Theses and published materials of scientific papers at congresses, symposiums, national and international scientific conferences**

1. Dragălin Iuliana. Competitiveness of the region: the factors and methods of evaluation. The material of the scientific and international scientific and practical conference, 31 October 2007, volume 2 Odessa: ORIDU Nadu, 2007, p. 336-338.
2. Dragălin Iuliana. Professionalism of the manager as an important condition for the activity of the enterprise. The material of the international scientific and practical conference, 13 herbs 2008, Odessa: ORIDU Nadu, 2008.
3. Dragălin Iuliana. Evolution of Quality Management, Materials of the International Scientific and Practical Conference. The prerequisites for the development of the national economy in the context of the economic crisis. Bălți: State University "Alecu Russo", 28-29 May 2010, p.126-129
4. Dragălin Iuliana. The Methodical Principles of Production Quality Management in Contemporary Enterprises. Tomis Constanța, International Scientific Conference "Economics and Globalization (October 22-24, 2010), p.191-207
5. Dragălin Iuliana. Methodological principles of production quality management in contemporary business, The 2nd Economy Transdisciplinarity Cognition International Conference on LAW ECONOMIC POLICIES COMMUNITY DEVELOPMENT - Bacau, Romania May 5 - 6, 2010, p.15-16.
6. Dragălin Iuliana. Managerial Competitiveness Ensured through Information Technologies, International Science and Practice Conference: Role of Informational Technologies in the Training of Professionals of the Economic Profile "(5-6 November 2010), Balti 2010.
7. Analysis of theory and practice of quality management of industrial products. Materials of the International Scientific and Practical Conference, dedicated to the 20th anniversary of independence of the Republic of Kazakhstan, December 09, Kostanay, 2011, p.379-381
8. Improving product quality management as a factor of competitiveness as a factor of the company's competitiveness. Autonomous ULIM, Chisinau, September 2011, 24 p.
9. The quality of the product and its impact on purchasing power. Shevchenko

- spring. Materials, International scientific-practical conference of students, graduate students and young scientists, Kiev, 2012, pp.286-287
10. Quality - principle of sustainable development of enterprises in the Republic of Moldova. ULIM Annals, Economy Series, Vol. 12, Chisinau 2012, p.204-207
 11. The development of the endogenous status of technical and technological changes. In Journal of Economics and Technology Knowledge, no. 1, January, 2015
 12. Scientific Papers in extenso „From Innovative Approaches in Teaching - Learning to Business Innovation “Consultața managerială și importanța sa în succesul afacerii.”, Universitatea de Stat din Moldova, Orcid ID:0000-0002 4846-7887, CZU: 334:005.523:005.572, DOI: 10.5281/zenodo.6668928., May, 2022.
 13. Publicitatea online și purtătorii publicității exterioare - beneficii economice și integrarea dezvoltării ecologice The International Scientific Conference „Modern paradigms in the development of the national and world economy” ORCID: 0000-0002-4846-7887. State University of Moldova
 14. Negotiation as a tool for goal achievement, STUDIA UNIVERSITATIS MOLDAVIAE Revista științifică a Universității de Stat din Moldova, 2023, nr. 2(11) State University of Moldova, CZU: 005.574 , DOI:[https://doi.org/10.59295/sum2\(11\)2023_11](https://doi.org/10.59295/sum2(11)2023_11).
 15. Экономическая стабильность: центральный столб национальной безопасности, PISA platform, online publication, 2024.

Course Notes:

1. Tour operating (tourist operations). Course notes. Chisinau: ULIM, 2016. 153 p.
2. Business and Society. Course notes. Chisinau: ULIM, 2016. 108 p.
3. Management and marketing in the entrepreneurial activity. Practical work. Chisinau: Print-Caro, 2017. 152 p.
4. Workshop on: Entrepreneurship and Enterprise. Chisinau: Print-Caro, 2017. 173 p.
5. Drăgălin Iuliana. Managerial Competitiveness Ensured through Information Technologies, International Science and Practice Conference: Role of Informational Technologies in the Training of Professionals of the Economic Profile "(5-6 November 2010), Balti 2010.
6. Analysis of theory and practice of quality management of industrial products. Materials of the International Scientific and Practical Conference, dedicated to the 20th anniversary of independence of the Republic of Kazakhstan, December 09, Kostanay, 2011, p.379-381