Curriculum Vitae (CV) Nicolae Zaharia

Position Title and No.	Team Lead/ Economic Expert	
Name of Expert:	Nicolae Zaharia	
Date of Birth:	June 05, 1979	
Country of Citizenship	Double citizenship: Republic of Moldova, Romania	
Residence	Republic of Moldova	

Education:

Name of Institution	Dates Attended	Degree / diploma obtained
School of Political and Administrative Studies Bucharest, Romania	September 2001 - May 2003	Master's degree (equivalent)
Balti State University "Alecu Russo", Republic of Moldova	September 1997 - May 2001	Bachelor's degree

Language skills: (Mark 1 to 5 for competence, 5 being the highest)

Language	Reading	Speaking	Writing
Romanian	5	5	5
English	5	5	5
Russian	5	5	5
French	4	3	2

Membership of professional bodies: N/A

Other relevant skills (e.g. computer literacy, etc.): Ms Office (Word, Excel, PowerPoint, Outlook, Access, Publisher, etc.)

Key qualifications (relevant to the programme):

Mr. Nicolae Zaharia is a senior energy finance project manager with more than 10 years of experience. He has managed numerous energy finance projects for the EU, USAID and UNDP, with a total value of over 22 million EUR. Mr. Zaharia has extensive experience designing and developing financial schemes and mechanisms to support improved energy and natural resource efficiency at municipal level as well as country wide, targeting the public sector, SMEs, corporates & industry, the residential (building) sector and the agriculture sector. His work has included development of an energy efficiency fund in Armenia designed to finance residential building refurbishment in the city of Yerevan; development of the energy service companies (ESCO) market in Belarus, which would target the energy refurbishment of public as well as residential buildings in Minsk ant other municipalities; and development of a Loan Guarantee Fund Mechanism to support energy efficiency improvements in Moldova, specifically in the municipality of Chisinau. He has also supported the development of numerous energy and environment related policies and regulations, including development of Moldova's NEEAP and supporting the Ministry of Economy and Infrastructure develop a road map for the implementation of the Program for Renovation of Central Government Buildings.

Employment record relevant to the assignment (selected experience only, due to page limitations):

Period	Employing organization and your title/position. Contact information for reference	Country	Position title	Summary of activities performed relevant to the Assignment
October 2019 – February 2020	NIRAS Finland Oy (for EU Delegation) Reference Person: Ms. Wende Luvinga Heinoja wende.luvingaheinoja@niras.fi	Republic of Moldova	Local Consultant in Support to the Modernization of the Energy Sector in the Republic of Moldova (STARS)	 Non-key expert. Provided support to the Ministry of Economy and Infrastructure on the for completion of a number of regulations, assessments and preassessments, including: Regulation on efficiency requirements for Hot water boilers Strategic Environment Pre-Assessment or Assessment of National Energy Efficiency Action Plan 2019-2021 Regulatory Impact Assessment (RIA) on Regulation on Energy Audits and Auditors Regulatory Impact Assessment (RIA) of Regulation on energy auditing of big enterprises/companies
June 2019 – September 2019	United Nations Development Program (UNDP) Armenia Petros Adamyan Street, 14 Yerevan 0010, Armenia International consultant on creation of municipal/public EE Fund or ESCO <u>Reference Person</u> : Mr. Vahram Jalalyan, vahram.jalalyan@undp.org	Armenia	International consultant on municipal energy efficiency financing	 Responsible for providing managerial and operational support for the implementation of component 3: "Financial de-risking" and component 4: "Financial incentives". Activities performed by the consultant: Produce a study on applicability of international experience and best practices of municipal/public energy efficiency funds/ESCOs in Armenian context; Provide suggestions on establishing financially viable and sustainable municipal/public energy efficiency funds or ESCO applicable in context of Armenia; Provide proposal on a financial incentive scheme with appropriate legal and institutional model for its implementation; Prepare 3 options of establishing a municipal/public energy efficiency funds or ESCOs to be presented to municipalities and government of Armenia including essential policy and legal regulations; Aggregate the information summary and lessons learned in the final report.

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April 2019 – December 2020	Nordic Environment Finance Corporation (NEFCO) Helsinki, Finland <u>Reference Person</u> : Ms. Aliona Fomenco, <u>aliona.fomenco@nefco.fi</u>	Republic of Moldova	Consultant on municipal energy efficiency financing Consulting Services: Municipal Project Preparation & Implementation Support within Energy Saving Credit Facility (ESC) for NEFCO	 Promote energy savings financing programs launched by NEFCO in Moldova; Identify energy savings investment projects in municipalities of Moldova; Support in formalization of investment packages, including development of business plans and energy audits; Monitoring and supervision of the project implementation; Reporting and due diligence of all activities;
November 2018 – December 2019	Energy Efficiency Agency 1, Alecu Russo street, 10 th floor Chisinau, Republic of Moldova Reference Person: Mr. Manole Balan, manole.balan@aee.md	Republic of Moldova	Local consultant Consulting Services for the Elaboration of the National Energy Efficiency Action Plan (NEEAP) for 2019- 2021 for Republic of Moldova	 Provided key expertise in developing the NEEAP. Elaboration of a new plan as well as its preliminary presentation to the stakeholders, gathering of opinions and suggestions, their incorporation and final presentation of the draft. Also responsible for the support to the Ministry of Economy and Infrastructure in promoting it for final approval. <u>Activities performed by the consultant:</u> Development of the plan for the elaboration of the NEEAP 2019-2021. Development of the Draft Assessment Report on the implementation of the NEEAP 2016-2018. Development of the Informative Note on the draft Government Decision approving the NEEAP 2019-2021. Development of the Draft Government Decision on the approval of the NEEAP 2019-2021. Development of the Draft Government Decision on the approval of the NEEAP 2019-2021. Development of the NEEAP 2019-2021. Development of the Draft Government Decision on the approval of the NEEAP 2019-2021. Development of the NEEAP 2019-2021. Development of the Draft Government Decision on the approval of the NEEAP 2019-2021. Development of the Summary of Objections and Proposals of the Government Decision on the approval of the NEEAP 2019-2021, as a follow up of the public consultations. Presentation and promotion of the final NEEAP draft 2019-2021 & support the Ministry of Economy and Infrastructure in getting it approved.

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October 2018 – March 2018	Energy Community Secretariat Am Hof 4, Level 5, 1010 Vienna, AUSTRIA Reference Person:	Republic of Moldova		Energy Efficiency Expert to develop a Study on Energy Efficiency Potential in Moldova	Identify, collect, process and report relevant information from existing literature and other sources to compile country-specific datasets of energy efficiency potential in the buildings (public and residential), industry, including power generation, and transport.
	Ms. Violeta Kogalniceanu, violeta.kogalniceanu@energy- community.org			In addition to desk research tools, conducted face to face interviews with all relevant stakeholders, including but not limited to Ministry of Economy and Infrastructure, Energy Efficiency Agency, National Regulator (ANRE), to clarify all issues of concern.	
October 2018 – February 2019	NIRAS Finland Oy (for EU Delegation) <u>Reference Person</u> : Ms. Saana Ahonen	Republic of Moldova	Local Consultant in Support to the Modernization of the Energy Sector in the Republic of Moldova (STARS)	Non-key expert. Provided support to the Ministry of Economy and Infrastructure on the elaboration of Government Decision for implementation of the Program for Renovation of Central Government Buildings (Article 5 of the Energy Efficiency Directive):	
	<u>saana.ahonen@niras.fi</u>			 Reviewed the draft Program ensuring that it complies with the rules for development and uniform requirements to policy documents in Moldova; Drafted the decision of the Government and related legal documents for the promotion of the program; Provision of assistance to the Energy Department of Ministry of Economy and Infrastructure in the promotion process of the program in the Government. 	
September 2018 – February 2019	The Energy Charter Secretariat 46, Boulevard de la Woluwe 1200 Brussels, Belgium	Republic of Belarus	International ESCO expert	EU4Energy BY1.2/2018 Support to development of legislative and regulatory basis for providing energy efficiency services. The objective of the activity was to support the implementation of the following EETF recommendations:	
	Reference Person: Ms. Bilyana Chobanova, bilyana.chobanova@encharter.org			 Review of the current legislative framework and the actual state of play of providing energy efficiency services and the operation of energy service companies (ESCO); Identification of main barriers and obstacles to the successful implementation of energy efficiency services in Belarus; Provide recommendations for necessary changes of the existing legislative framework with the aim to 	

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				 remove barriers and promote ESCO business in Belarus based on best international practices. Develop draft templates of EPCs for the private and public sector; Develop EPC public procurement methodology; Develop guidelines for the development of terms of reference for EPC services (technical requirements, calculation of baseline consumption, monitoring of the implementation etc.). Provide input to 2-3 meetings of the Inter-Ministerial Working Group (IMWG) on ESCO development. Conduct capacity building event for the members of the IMWG and other relevant stakeholders; Supervised and coordinated the deliverables of local as well as international consultants during the assignment; Provide information on relevant experience with ESCO from EU/Easter European and Neighbourhood countries; Identify barriers and possible solutions to the successful implementation of energy efficiency services and ESCO in Belarus; Draft proposals for the improvement of the existing legislative framework; Develop final Roadmap report, including recommended next steps and follow-up activities for the Government of Belarus to facilitate the adoption of the proposals and draft templates/secondary legislation developed within this assignment.
September 2018 – November 2018	Nordic Environment Finance Corporation (NEFCO) Helsinki, Finland <u>Reference Person</u> : Ms. Aliona Fomenco, <u>aliona.fomenco@nefco.fi</u>	Republic of Moldova	Energy Efficiency and Financing Expert to develop a Study on EXPANSION OF NMF CREDITS TO MOLDOVA	 The aim of this assignment was to prepare the expansion of Nordic Environmental Development Fund's (NMF's) credits into the New Countries by collecting basic information and preparing an analysis described below. Activities performed by the consultant: Estimation of the potential for Energy Savings Credits (ESC) finance. Assessment of the regulatory framework for municipal borrowing. Assessment of general financial strength and

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				 implementation capacity of municipalities for ESC. 4. Supervised the elaboration of local consultants' outcomes and ensured the quality control of final deliverables. 5. Estimation of the potential for CPF finance. 6. Assess implementation capacity of SMEs for the Cleaner Production Facility (CPF).
August 2018 – September 2018	AvantGarde Energy Bratislava, Slovakia for UNDP Armenia <u>Reference Person:</u> Ms. Marina Olshanskaya <u>olshanskaya@avantgarde-</u> <u>energy.com</u>	Armenia	International consultant on the Development of Energy Efficiency Fund regulation in Armenia	 Development of Energy Efficiency Fund regulation in Armenia Elaboration of the financial regulation on revolving funds in Armenia Elaboration of a detailed evaluation guide for applications, define the qualifications, evaluation and selection criteria for investment projects in energy efficiency and renewable sources of energy.
August 2018	UNDP Kazakhstan 14, Mambetov str., Astana, 010000, Kazakhstan <u>Reference Person</u> : Alexandr Belyi, <u>alexander.belyi@undp.org</u>	Kazakhstan	International technical expert in assessing of low- carbon projects in heating and water supply	
July 2018 - Present	Sisteme Inteligente in Energetica SRL (SINERGETIKA) Chisinau, Republic of Moldova	Republic of Moldova	Chief Executive Officer	Established and manage an engineering and consultancy company to provide advisory and implementation support services for public and private investment projects in energy efficiency, renewable energy and urban sustainability. Coordinate and supervise all teams involved in

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November 2014 – June 2018	United Nations Development Program in Moldova (UNDP) 131, 31 August 1989 street Chisinau, Republic of Moldova <u>Reference person:</u> Mr. Georgi Arzumanyan georgi.arzumanyan@undp.org	Republic of Moldova	Project Manager of "ESCO Moldova project"	 "ESCO Moldova project - Transforming the market for Urban Energy Efficiency in Moldova by introducing Energy Service Companies" Responsible for whole life cycle of the project from inception, planning, promotion to implementation; Lead the process of elaborating and managing the Loan Guarantee Fund Mechanism (in close collaboration with the Energy Efficiency Fund and partner Financial Institutions); Support the Chisinau Municipality in preparing and issuing a Request for Qualification resulting in an ESCO shortlist, and Request for Proposals for energy efficiency projects implementation; Liaised with the national counterparts and donors to ensure that Project results are achieved, and Project resources are managed efficiently and effectively; Collaborate with national counterparts on all aspects related to their mandate relevant for the project, specifically on quality assurance of energy audits and feasibility studies, selection of EPC projects, and training of stakeholders. Supervised the activity of local as well as international teams of experts involved at different layers and within activities of the project (e.g. supervised the activity of an international consortium hired to provide facilitation services for establishment of energy services in Moldova)
April 2011 – November 2014	United Nations Development Program in Moldova (UNDP) Chisinau, Republic of Moldova <u>Reference person:</u> Ms. Narine Sahakyan narine.sahakyan@undp.org	Republic of Moldova	Senior Project Officer in Moldova Energy and Biomass project	 Led on facilitating the implementation of an agri- industrial cogeneration plant using own-produced biomass waste with a total value of 7 Mil Euro. Conducted studies of the market barriers to, and opportunities for, the development of industrial cogeneration based on biomass in Moldova; Worked on the implement of a market stimulation scheme, including installation of demonstration projects, market facilitation and implementation of a subsidy scheme, totalling 2 Mil Euro; Designed and implemented a Public Private Partnership leading to the development of a new service in one of the regions of the country, leading

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				 to biomass heat delivery for 26 public institutions located in the south of the country. 5 Mil Euro has been leveraged to make the project operational and successful. Supervised the activity of local as well as international teams of experts contracted to provide a wide range of services to the project under my responsibility.
March 2010 April 2011	The German Agency for International Cooperation in Moldova (GIZ) Chisinau, Republic of Moldova <u>Reference person</u> : Mr. Philipp Johannsen philipp.johannsen@giz.de	Republic of Moldova	Project officer on Energy Efficiency and Renewable Sources of Energy	 Responsible for energy efficiency projects implementation; Advise the project beneficiaries on energy efficiency, energy management, participatory planning of energy budgeting, energy infrastructure development, regional development, intercommunal cooperation, project management, public private partnership opportunities in energy efficiency projects, procurement and tendering processes of energy services, monitoring and evaluation, asset management. Establish and maintain contacts with the Project partners and beneficiaries by means of meetings, correspondence, etc. Draft Project documents, such as reports, Memorandums, TORs, presentations, etc. Represent Project at different levels: local, district, regional, national, international (when necessary) Coordinate the necessary technical assistance for the successful project implementation

Certification:

I, the undersigned, certify that to the best of my knowledge, these data correctly describe me, my qualifications and my experience. I am available to undertake the assignment in case of an award.

Nicolae Zaharia Date: 05.08.2020

Jakin



REPUBLICA MOLDOVA
MINISTERUL ÎNVĂȚĂMÎNTULUI DIDDOGA de studii superioare universitare de licență seria AL Nº 0036791 În baza hotărîrii Comisiei pentru examenul de licență din 23 iunie 2001 Zaharia Nicolae numele, prenumele înmatriculat în anul 1991, absolvent al(a) Universității de Stat Alecu Russo instituția de învățămint superior universitar din Balți a obținut titlul de manager - economist
în profilul <u>economie</u> specialitatea <u>Management</u> în comerț
specializarea cu media: pe anii de studii 9,51 (nouă, 51) examenului de licență 10,00 (zece, 00) generată 9,75 (nouă, 75) Președinte al Comisiei. Rector, NAF-G Decan, Secretar, Mu Eliberat la 30 iunie 2001 Nr. de înregistrare 107 Semnătura titularului Tupografia Centrală, 2001

PERSONAL INFORMATION:

Name:	Victor
Surname:	CHIPAR
Address:	38/1 Drumul Viilor Str., App. 144
MD-2071 Chisir	au, Republic of Moldova
Tel. (mob): +373	3 60 136403
(private): +373	3 22 606456
E-mail: chiparvi	<u>ctor@gmail.com</u>
Date of Birth:	August 2, 1980
Place of Birth:	Chisinau, Republic of Moldova
Citizenship:	Republic of Moldova and EU Romania
Marital Status:	Married (3 children)



EDUCATION:

1997 – 2002	Technical University of Moldova	
	Faculty: Power and Electrical Engineering	
	Specialty: Thermal Power System (Heat and Electrical engineering)	
2002 – 2006	Academy of Economic Studies of Moldova	
	Faculty: Accountancy	
	Specialty: Accounting and Auditing	

EMPLOYEMENT HISTORY:

Dec 2000 – Dec 2001 Dec 2001 – Dec 2002	"Thermal Power Station Nr.1", Chisinau Machinist-inspector of boilers, 3rd category Machinist-operator of boilers, 4th category
Dec 2002 – Aug 2006 Aug 2006 – Jan 2009 Jan 2009 – Sept 2009	"ASCOM GROUP Kazakhstan", LLP "TolkinNefteGaz" Engineer of Installation of gas preparation and gas condensate Deputy Chief Gas Processing Plant Chief of Gas Processing Plant
Jan 2010 — Apr 2010	IM "ROHE Service" SRL Electrical Engineer
June 2010 — May 2011	"IMC Market" SRL Chief – engineer
Sept 2011 – July 2013	Energy Efficiency Agency, Ministry of Economy of Republic of Moldova Main specialist Service energy audit, authorization and inspection
July 2013 — present	DUMIT GRUP Consulting LTD Main Energy Auditor of Company
July 2013 — present	 ACGV Energoexpert Service LTD Main Energy Auditor of Company Obtained authorization energy auditor ATe 201401059 on January 28, 2014 in the field of heating Obtained authorization energy auditor AEe 201401034 on January 28, 2014 in the field of electricity Energy auditing (more than 300 energy audits for buildings and industrial plants) Development of energy management of enterprises

	Victor CHIPAR, Curriculum Vitae
Trainings, SEMINARS	and WORKSHOPS:
Oct – Nov 2005	Gubkin Russian State Oil and Gas University (Moscow/Russia)
	 Detailed study of gas processing plants.
Sept 25-27, 2012	Regional program SYNENERGY (Chisinau/Moldova)
	 Training of trainers in the field of energy management for public sector
Oct 2012	YEGM – JIKA – TIKA (Ankara/Turkey)
	Third Country Training Program on Energy Efficiency&Management in Industry
March 19-20, 2013	New INOGATE Technical Secretariat Project (Chisinau/Moldova)
	Workshop on Industrial Energy Audit Analysis for Bankable Projects
July 2013	Energy Efficiency Agency, Ministry of Economy of Republic of Moldova
	The training on making energy audit
	Development Organization for Small and Medium Enterprises
	Strategic planning business
	Financial management, including the management of borrowed resources
	Marketing online
21 academic hours for	Procedures for participation in European projects
an instruction module,	Managing time effectively
during 2014	 Effective sales techniques and merchandising
5	Accounting application domains
	 Labor law and human resources management
	 Foreign economic activity and customs relations
	 Registering as a VAT payer and law enforcement matters
	Public procurement and legislation
	Small Business Support Team, European Bank for Reconstruction and
	Development, Funded by Sweden (Chisinau/Moldova)
July 15-18, 2014	Industrial Energy Efficiency – basic level
February 23-27, 2015	Industrial Energy Efficiency – intermediate level
June 2017	Marketing and selling for consulting

Personal Qualifications:

- Responsible, highly organized, confident, positive team-player
- Strong verbal and personal communication skills
- Decision making, critical thinking
- Computer Literate (Acquainted with MS Office (Word, Excel, Power Point), AutoCAD 3D, SCADA, etc.
- Problem-solving, highly motivated
- Set and achieved challenging goals
- Followed company guidelines and instructions and adapted rapidly to management directional changes
- Ability to be persuasive
- Planned and scheduled
- Strong dedication to company's development
- Accuracy and attention to details

LANGUAGE SKILLS:

Romanian	Mother tongue
Russian	Fluent
English	B1
Swedish	A1

INTEREST AND ACTIVITIES:

- New experiences in the sphere of education, the application of modern educational methods in the engineering educational system
- Industrial robots
- Industrial Process Automation
- Carpenter

