

First name and surname	Inesa IORDATHI					
Date of Birth	May 30, 1973					
Contact details	Cell phone: +373 79 18 28 83, e-mail: aseni@hotmail.com					
Civil Status	Married (2 children)					
Nationality	Moldovan, Republic of Moldova					
Language Skills (Common European Framework of Reference CEF) level)	Self-assessment	<i>Understanding</i>		<i>Speaking</i>		<i>Writing</i>
		<i>Listening</i>	<i>Reading</i>	<i>Conversation</i>	<i>Oral discussion</i>	
	English	Proficient user (B2*)	Proficient user (B2*)	Proficient user (B2*)	Proficient user (B2*)	Proficient user (B2*)
	German	Elementary user (A1*)	Elementary user (A1*)	Elementary user (A1*)	Elementary user (A1*)	Elementary user (A1*)
	Russian	Proficient user (C2*)	Proficient user (C2*)	Proficient user (C2*)	Proficient user (C2*)	Proficient user (C2*)
	Romanian	Native language				
Educational and other Qualifications	<p>1995 Bachelor's Degree, Diploma, Foreign Languages Department (English language), the State University of Moldova, Chisinau.</p> <p><i>Additional Education, Courses and Trainings:</i></p> <p>2021: Counsellor in UNDP Program for social entrepreneur activities, implemented by CCI RM;</p> <p>2020: Certificate in INCOTERMS 2020, June 2020, Chisinau;</p> <p>2020: Participation in EntreComp Europe Project, Development of entrepreneurship, EntreComp Framework, 2020, Chisinau;</p> <p>2018: Certificate in Project Management and Quality Management training, May, Chisinau;</p> <p>2018: Export Academy E-Commerce training: accessing new markets by improving digital skills, 18-20 December, OSCE</p> <p>2017: Diploma in Project, Risk and Intercultural Management, May-June 2017, Economic Chamber of Austria, Chisinau-Vienna;</p> <p>2016: Diploma in Manager Training Program "Fit for Partnership with Germany", 30.05-05.06.2016, Mannheim, Germany;</p> <p>2016: Certificate in BSO Academy "Strategic HR Management Academy", 9-12 February, 2016, Westerham, Germany;</p> <p>2015: Certificate in Training course "Leadership: effective communication, negotiation, leading yourself and leading the others" by German expert Karl-Josef Does, June, CCI RM;</p> <p>2015: Member and volunteer at "ART-ELEGANT" WOMEN'S AND YOUTH ASSOCIATION</p> <p>2014: Certificate in "Project Management", CCI RM;</p> <p>2014: Certificate Building Partnerships. Human Resources and Volunteer Management. Innovative Fundraising Methods. Chisinau, UE-UNDP.</p> <p>2013: Participation in "Financial control – Planning, Organization, Strategies – Risk Management", WKO Austria;</p>					
Professional Certifications	<p>2008: Certificate "Implementation of e-solutions for more competitiveness of enterprises", International Trade Centre UNCTAD/WTO;</p> <p>• 1998: Certificate "Investment Promoter", INFORMEST, Italy</p>					
Employment Record/Experience (from most recent)						
<i>Period (from -to)</i>	<i>Name of organization</i>		<i>Job title and activities undertaken / description of actual role performed</i>			
1995 – present time	Chamber of Commerce and Industry of the Republic of Moldova,		<p>2016–present: Head of Business Training Centre;</p> <p>2012–2016: Senior Manager Business Training Centre, Business Training Centre:</p> <ul style="list-style-type: none"> • Organization of training activities (seminars, workshops, master-classes) • Involvement in CCI RM project design and writing in the framework of international donors' programs • Implementation of projects related to the organization of training programs, Export Academy, Start-up Academy, etc. • Working with various partners, experts and trainers in order to develop training activities tailored to the needs of specific target groups; 			

		<ul style="list-style-type: none"> Guidance to companies on foreign trade issues, marketing activities, international trade, internationalization, follow—up, etc. <p>1995–2012: Manager, International Relations Department.</p>
January 2021 – December 2021	USAID Project Accessing New Markets by Improving Export Capacities for High Value Agro-food Companies from Moldova	<p>Job Title: Project Manager:</p> <ul style="list-style-type: none"> Export Academy training program - beginner level 40 hours (February 16 - March 5, 2021) Export Academy training program - advanced level 40 hours (February 22 - March 15, 2021) Thematic master classes (during the period: February - September 2021) Coaching and mentoring services (during the period: February - October 2021) Moldova-Austria managers' qualification increase program: theoretical courses (March 17 - April 2, 2021) Moldova-Austria managers' qualification increase program: study visit (September - October 2021)
February 2020	EntreComp Europe Project	<p>Job Title: Senior Expert:</p> <ul style="list-style-type: none"> Creation and coordination of EntreComp Moldova Collaborative Community; Dissemination and reflection on EntreComp competency framework; Member Project Quality Assurance Committee; Elaboration of Monitoring and Evaluation Plan of the Consortium.
February-September 2020	Coaching services to SMEs for EU-funded “Support to Quality Infrastructure Framework within the DCFTA context in the Republic of Moldova”. (EuropeAid/138295/DH/SER/MD)	<p>Job Title: Coordinator:</p> <ul style="list-style-type: none"> 25 companies from Central and North Regions received coaches and consulting services on selected business and DCFTA-related topics; 100 identifiable outputs achieved by companies (e.g. business plans; international marketing plans; progress towards certification).
November 2019 – January 2020	Major workshop programme targeting Moldovan SMEs for EU-funded “Support to the Quality Infrastructure Framework within a DCFTA Context in the Republic of Moldova”. (EuropeAid/138295/DH/SER/MD)	<p>Job Title: Coordinator:</p> <ul style="list-style-type: none"> Delivered all logistics for 90 workshops in 6 rounds in 4 locations; Each workshop round lasted 13-14 days of 0.5-day sessions, covering 16 topics; <p>Workshops were a precursor to the coaching programs, and established a common understanding on key issues identified by companies as being of greatest need.</p>
February-March 2019/ May-June 2019	“Info Business: Ask the Expert” for EU-funded “Visibility and Communication for Actions relating to AA/DCFTA Implementation in the Framework of EU-funded Assistance Programmes”	<p>Job Title: Task Manager:</p> <p>- Organized seminar series in all branches of the CCI RM, including Chisinau, totaling 16 practical training sessions, targeting the needs of large enterprises/exporters, SMEs, and entrepreneurs.</p>
2017	Project Women in Business	<p>Job Title: Task Manager:</p> <p>Organized seminar series for women in business from various regions, concept elaboration, training modules, pre and post-tests, logistic arrangements, reporting.</p>
2013 – present	EUREM – European Energy Manager Course Service Provider in Moldova	<p>Job Title: Coordinator:</p> <ul style="list-style-type: none"> Organized yearly international certification course EUREM in the Republic of Moldova; Contracted trainers and coordinated training materials; Participated in final examination committee; Participated in International EUREM Conference;
2013 – present	Programme “Fit for Partnership with Germany”	<p>Job Title: Coordinator:</p> <ul style="list-style-type: none"> Managed selection process to identify suitable

		<p>Moldovan companies;</p> <ul style="list-style-type: none"> • Designed and implemented preparatory training courses; • Women focused specialized groups • Contributed to design of study visit programme to Germany; <p>Coordinated all follow-up activities.</p>
2013 – present	Moldova-Austrian Programme on Improving Managers Qualification	<p>Job Title: Coordinator:</p> <ul style="list-style-type: none"> • Selected participating companies; • Designed and implemented training courses delivered by Austrian trainers; • Contracted trainers and coordinated training materials; <p>Elaborated study visit programme, including business partnership linkages with Austrian counterparts.</p>
September 2012 – present	SES Project, Germany Business Training Center, CCI RM	<p>Job Title: Coordinator</p> <ul style="list-style-type: none"> • Defined training needs of Moldovan companies; • Designed and implemented new training programs in line with perceived needs; • Organized and delivered in-house and open training; <p>Arranged company visits for SES experts.</p>
August 1995 – August 2012	Department of International Economic Relations and Business Consultations, CCI RM	<p>Job Title: Manager, International Relations Department:</p> <ul style="list-style-type: none"> • Managed projects, economic missions, seminars, courses; • Organized economic missions abroad; • Provided consultations to local and foreign enterprises in matching potential partners; • Cooperated with international institutions, foreign Chambers of Commerce, etc.; • Maintained statistical database; <p>Organized business forums.</p>
Summary of Experience:	<p>Vast experience in planning, elaboration and designing training activities, including online and corporate format, for local SMEs in social-economic development; business planning; desk research and analyses; marketing research; international cooperation with chamber's partners abroad on joint organization and delivering of trainings/seminars, economic missions/study visits of local businesses abroad, active involvement in main chamber's activities. Designing Export and Start-up Academies and various entrepreneurial workshop programs concepts and its implementation.</p> <p>Active member of different national working ministerial groups by Economic Council, committees and commissions on vocational education, adult's education, occupational standards development; bidding for CCI projects, supervising projects and team leading.</p> <p>Coordinator and team member in international projects related to reforms on the VET system in Moldova, seminars and training components, workshops and coaching sessions within various national and international Projects.</p> <p>Business trainer on personal development, time management for start-up and youth programs (Efficient Business Management Program, PARE 1+1, Start-up for Youth Program, Moldova-German Management Training Program, Support for educational initiatives aimed at developing the capabilities and skills of staff involved in marketing and export sales of high value agri-food products, EU4MOLDOVA: KEY REGIONS Support to the private sector, etc).</p> <p>As an experienced organizer and manager, my tenacious and proactive approach resulted in framing new types of services / training programs for chamber system, numerous implemented and important activities with positive and gratitude feedback both from beneficiaries and partners. My excellent ability to communicate at all levels and networking skills have provided my team with vital multi-national partner leads, and my ability to maintain and develop partnerships either on national and international levels has resulted in new - complex and challenging project ideas.</p>	
Other relevant information		
<p>Administrative and executive skills:</p> <ol style="list-style-type: none"> 1. Planning, and implementing the function and operational performance. 2. Development, strategic implementation and monitoring of projects. 3. Planning and introducing new strategies and actions. 4. Providing strategies in decision-making situations that assume the organization. 		

5. Lead and interact with staff at all levels to stimulate growth and encourage development among the executive team and the staff.
6. Ability to train, develop and manage teams.
7. Preparation and analysis of budgets, reports and financial trends.
8. Communication skills at various levels, extensive local and international contacts.
9. Involvement and active initiative in professional and personal development.

Competences and social abilities:

- Communication and cooperation with representatives of different foreign countries
- Experience in working with various type of companies and clients in organizing matchmaking meetings, working in team for implementation of international projects
- Good managerial and team working abilities
- Competences in organizing international business brokerage and matchmaking events
- Project financial management

Competence and computer skills aptitudes: computer literate: PC user (Windows, MS Office, PowerPoint, Internet)