

**CURRICULUM VITAE – Georgeta MINCU**  
**Master in Social Science, CMC Consultant, ToT**

1. Proposed role: **Trainer on Project Writing and accessions of EU Funds**, Project Management, Mentoring
2. Category: Public Administration, Policy Development, EU funds implementation, Research & Development
3. Family name: **MINCU**
4. First names: **GEORGETA**
5. Date of birth: 28 May 1971
6. Nationality: Moldova
7. Residence: Moldova (+373 69105166)
8. Email: [mincu.georgeta@gmail.com](mailto:mincu.georgeta@gmail.com), cdm.ngo@gmail.com
9. **Education:**

Institution ((Date from - Date to)	Degree(s) or Diploma(s) obtained:
EURO BEST TEAM (27 februarie – 3 Martie, 2025)	Accesare, Implementare si Evaluare Proiecte Europene, Certificat Acordat CAFFPA (31.03.2025)
CANCELARIA DE STAT, Guvernul Republicii Moldova ( 27 februarie-28 martie, 2025)	CURS DE FORMARE A FORMATORILOR ÎN MANAGEMENTUL PROIECTELOR
<b>London School of Business Administration</b> - ongoing	Advance Course on Financial Management, online
USM, STATE UNIVERSITY OF MOLDOVA, Chisinau, (2022-2026) -on going	<b>PhD</b> – Thesis on International Economic Relation (Research: Competitiveness of agri-food products on EU Market).
<b>UNIVERSITY COLLEGE DUBLIN</b> , UCD School of Politics and International Relations, Ireland (2004 – 2007)	<b>Master of Sciences / Development Studies</b>
<b>UNIVERSITATEA OVIDIUS</b> , Romania, Constanta (1990-1995)	Bachelor Arts in Mathematics and Social Sciences, specialisation: International Economic Relations
Institutes of Management Consulting. 2021, Kiev	Certificate on ISO 27000:2017 Guidelines for Management Consultancy Services <sup>1</sup>
<b>ROBERT SCHUMAN INSTITUTE</b> , April- May, 2018	Women in Politics Certificate
CMC GLOBAL INSTITUTE, Austria, 2016-2017	CMC - Certified Management Consulting Accreditation Programme/ CMC Certificate
NADEL of Swiss Federal Institute of Technology, Zurich, 2010	Project Cycle Management Certificate
Centre for Political & Diplomatic Studies, Foreign and Common Wealth Office, 2000	Trade Policy Design and Negotiations (Geneva & Brussels)
<b>JVI/WBI/WTO Institute</b> , Ukrainian Academy for Public Administration, 1999)	Market Economics and Financial Analysis

Language	Speaking	Reading	Writing
Romanian	Mother tongue		
<b>English</b>	<b>1</b>	<b>1</b>	<b>1</b>
Russian	1	1	1
French	3	3	3

10. **Language skills:** Mark 1 to 5 for competence, 1 being “excellent and 5 being “basic”)
11. **Membership of Professional bodies:** Member of Civil Society Platform of EU – Moldova; Global Consulting Community - Certified Management Consultant, FAO Agriculture Trade Policy Expert Network for CIS (ATNet), EaP Civil Society Forum - WG 2 – “Economic Integration & Convergence with EU Policies”
12. Other skills: Fully Computer literate: Ms Office (Word, Excel, PowerPoint, Access, Outlook, Project Office); SPSS, 1-C, ASYCUDA, ITC Market Access Tools and other Database software.
13. Present position: Freelancer- Project management consultant / Entrepreneurship Management Consultant
14. Years of experience: 30 years
15. Key qualifications:
  - **30 years’ experience** in Development projects in Central Public administration, Private sector, in the economic area (agriculture - TBT / SPS, trade, environment, customs and financial management of public funds, procurement and policy design papers.
  - Excellent knowledge of the EU association / DCFTA and using qualitative and quantitative economic studies having been part of international teams ( EU HLPAM - 2 missions), conducted Trade Sustainability Impact Assessment of the DCFTA, Action Plans,
  - Excellent skills in evaluation and assessment of efficiency and effectiveness of project development cycle, project outputs and indicators. Collecting, processing and analysing economic and foreign trade data at national and international level;
  - Deep knowledge of different EU funded projects: WB, TACIS, PHARE, ENPI Cooperation Instruments, CBC EU Programme Romania-Ukraine-Republic of Moldova, COSME, H2020 - Proven experience of analysing Institutional Capacities and Manager of the first approved Large Scale Project from EU/ ENPI Funds, implemented successfully in Moldova. ( WB, IMPEFO - Customs reforms and Laboratory Infrastructure for Market Surveillance Development
16. Specific experience in the region: Moldova, Ireland, Belarus, Poland, Turkmenistan, Romania, Armenia, Afganistan, oths

<sup>1</sup> <https://www.iso27000.org/content/ukraine-list-trained-consultants>

# 17. Professional experience/ Experienta profesională

Date from-date to	Location	Company	Position	Description
Jan 2024 - present	Moldova	AGCC - Agency of Geodesy, Cartography and Cadastre	Strategic Institutional development Consultant, DG Counsellor P-T	<ul style="list-style-type: none"> <li>- Ensuring the <b>coordination of elaboration and monitoring of the implementation of the requirements for the accession of Moldova to EU</b>; Consultation of the Agency's subdivisions and the Agency's subordinate institutions in order to achieve the objectives and carry out the tasks established in the framework of the implementation of the requirements for the accession;</li> <li>- Consultancy and assistance to the Agency in order to plan, monitor, evaluate and reporting,</li> <li>- Organizing and Facilitating the elaboration and organization of public consultations on draft normative acts in accordance with the EU Agenda;</li> <li>- Developing internal procedures regarding the management cycle of projects with external funding, providing assistance for writing strategic and institutional development projects and attracting external funding sources</li> <li>- Representation of the Agency in relations with other institutions, within the competences and tasks regarding the implementation of the EU Agenda</li> </ul>
Oct 2023– Feb 2024	Moldova	CMAC - Centre for Applied Metrology & Certification	Strategic development consultant, P-T	Draft the <b>Strategy for Institutional Development</b> , train the staff on planning, budgeting activities, procurement procedures and asses the development needs in terms of staff, equipment and normative acts for the activity of CMAC. (www.e-cmac.md)
Sept – Dec 2023	Moldova	FAO - REU	Expert on Subsidies Evaluation in Agriculture P-T	Responsible for directly consulting and cooperating with Moldova focal point to CEFTA Sub-Committee on <b>Agriculture; for developing a file based on the methodology on subsidy reporting</b> . Interact with the Moldova focal point for the Sub-Committee on Agriculture and pilot proposed excel-based solution for subsidy reporting as well as be playing a role to report the results from pilot to the focal point and CEFTA Sub-Committee. Tasks: •to develop an individual work plan; •to build the file reporting the subsidies in Moldova and deliver an internal training for the focal point and interested parties; •to contribute to the final workshop of the project; •prepare End of assignment report.
May--Dec 2022	REMOTE	FAO REU	Value Chain / Food Loss and Waste Consultant P-T	Project: <b>“Sustainable, resilient and inclusive food systems development”</b> - FMM/GLO/131/MUL - under the technical supervision of FAO-REU’s Agro-Industry Officer, in close cooperation with FAO-REU’s Food Safety and Consumer Protection Officer and the relevant national authorities, as well as other international and national consultants. Work on the methodology applied for data collection and calculations of levels, types, impacts for food loss and food waste, Analyse and Collect data according to the agreed methodology – that foresees also the utilization of the FLW Protocol and Standard, calculations of FLW with the EX-ACT tool, and calculations of the National Food Loss Index and the National Food Waste Index, Conduct stakeholders’ interviews, surveys, validation and training workshops to collect data, and present, discuss and agree on results. Conduct meetings with state and non-state actors for the mission of the international consultant and the lead technical officer in the countries, Close coordination with the International Consultant for all tasks method, implementation, report drafting, meetings setting, reviews of the repots etc.
Jul-sept , 2021	Remote	EaP SCF Secretariat, Brussels, Belgium	Local Expert on DCFTA	Act as local expert for the section <b>2.1 Market Economy and DCFTA for Moldova in the framework of the EaP Index for 2021</b>
May, 2020 Jan, 2021	Moldova	FAO Rome	Country Strategy Technical expert	<b>Public Administration Consulting</b> - Technical expert on supporting the preparation of FAO Pre-CCA in Moldova (UN Common Country Analysis (CCA)). Tasks: <ul style="list-style-type: none"> <li>• Support the identification of relevant aspects concerning FAO’s work under the different chapters of the CCA outline Prepare FAO/REU pre-CCA in collaboration with the country staff based on the pre-defined template and guiding questions,</li> </ul>

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				<ul style="list-style-type: none"> <li>Collect key reference documents that support the FAO/REU pre-CCA and submission to the official CCA exercise (such as national priorities or analytical documents); Support FAO REU and country team in contributing to the Socio-Economic impact assessment of COVID-</li> </ul>
May, 2020 Nov, 2020	Moldova	FAO	Climate-Smart Value Chain & Green job Consultant	<p><b>National consultant for qualitative and quantitative research support in climate-smart value chains and green jobs</b>, Provide support and Maintain close coordination and consultations with a.) the international consultant, b.) the two other ILO consultants (international and national, working on skills development), c.) the consultants/authors on behalf of IOM and FAO, d.) the ILO JPO, Enterprise development and job creation;</p> <ul style="list-style-type: none"> <li>Carry out research on the business environment for climate-smart value chains and green enterprise development, including entrepreneurship, in Moldova</li> <li>Support the international consultant on MSME development and green jobs to develop and draft different lines of action on environmentally-friendly MSME development and green jobs.</li> <li>Understand and analyze the potential for entrepreneurial skills and green start-ups;</li> <li>Facilitate the liaising with relevant ILO tripartite constituents to ensure a holistic understanding and approach to developing an inclusive and green business environment in the country;</li> </ul> <p><b>Contribute to the development and formulation of all project components of the proposal (Results Framework, Theory of Change, LogFrame, budget and work plan, etc.).</b></p>
Feb 2020- Dec 2020	Moldova	Association of Small Producers and Processors of Fruits and Berries	Project Coordinator	<p><b>Project Management &amp; Agriculture</b> - EU/SIDA Project: Instruirea persoanelor defavorizate in ambalarea produselor agro-alimentare" - EU / SIDA Project: Training for disadvantaged people in the packaging of agri-food products ". Planning, implementation, Evaluation, Narrative and Financial Reporting, Budgeting.</p>
May-Sep 2020	Moldova	PRYSMA CALIDAD Y MEDIO AMBIENTE, S.A., Manuel Luna 12, 2º, 28020 Madrid, Spain Tel. +34 911 85 78 00; international@prysma.es	National Consultant on Stages of SME Growth	<p><b>Support to Public Administration / Agriculture:</b> "Support to the Quality Infrastructure Framework within a DCFTA Context in Moldova, EuropeAid/138295/DH/SER/MD in Moldova.</p> <p>NK– Stages of SME Growth (C3.2.1 (4)) to support the ODIMM and Agency of Investments to enhance the effectiveness of their running projects addressed to companies in seizing DCFTA -induced market opportunities</p>
June-Nov 2019	Moldova	Gov. of Moldova (MARDE)	MINISTER	<b>MINISTRY OF AGRICULTURE, REGIONAL DEVELOPMENT AND ENVIRONMENT, GoM – PM Maia Sandu</b>
May 2018 - June 2019	Moldova	C.E. Prodidactica – implementing partner	Project Manager	<p><b>Project Management &amp; Agriculture</b> EU funded, ADA Project – <b>Increasing the competitiveness of the agri-food sector in Moldova through integration to domestic and global value chains, in particular in the soya sector</b>. Provide support for overall management, coordination and implementation of the project. Support capacity building of VET schools on ecological production, Provide technical and administrative assistance in the development of the curriculum on growing agro-products, Support activities related to the development of Occupational Standards / Qualifications and Curricula, Business Planning training and Grants for best innovative eco agricultural ideas</p>
Feb.-March 2019	Moldova	National Environmental Centre	<b>Trainer-Facilitator</b>	Seminars on Association Agreement of Moldova to EU within the EU financed project “Campanie de informare in regiunile Moldovei despre situatia democratica si asistenta EU pentru dezvoltarea tarii”, Access to EU Market on goods and Services, what are the benefits and challenges.
Mar, 2018 Dec 2018	UTA Gagauzia	Avensa Consulting Ro	<b>Project Management and Grant Scheme Specialist</b>	<b>EU Project: Technical Assistance for the integration of ATU Gagauzia in the national framework for regional development. Duties</b> - CBM IV SSISP Small-scale Infrastructure Grant Scheme development and support to implementation with a particular focus on capacity building of the Implementing Management Authority to effectively manage and implement this and similar grant schemes.
Dec, 2017 May 2018	Moldova	KMOP	<b>Monitoring and Evaluation Expert Short term</b>	<b>EU Project: Technical assistance to support CSO development in the Republic of Moldova</b> EuropeAid/138197/DH/SER/MD. Contribution to establishing of a Result-Based Monitoring and Evaluation system; Training Needs Assessment for CSOs based on survey.

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Dec, 2017 May, 2018	Moldova	IDIS Viitorul, Moldova	Research economist (STE)	EU funded project: Policy Advocacy and Public Awareness - <b>Conducting a Study on Economic Incentives for the Development of SMEs</b> (tax incentives, subsidies, state aids, lending, etc.), <a href="https://www.academia.edu/36983871/Assessment_of_Economic_Incentives_for_SME_Development">https://www.academia.edu/36983871/Assessment_of_Economic_Incentives_for_SME_Development</a>
2018-2019	Moldova	AMTAP	Member of Strategic Development Committee	Member of Strategic Development Committee – developing and approval of strategic institutional development documentation, Personnel documentation, coordination of contracts, budgeting and quality infrastructure systems.
June – Dec. 2017	MOLDOVA	IFAD, Moldova	<b>Trainer &amp; Facilitator/ Mentor</b>	Provide trainings and information sessions, as well as individual assistance and support to the completion of the application form and / or the preparation of the documentation package to the <b>Youth Entrepreneurs</b> accessing Grants/Credits under the <b>Rural Inclusive Eco-Climate Program (IFAD VI)</b> , namely Grants to stimulate investments in value chains; Grants for company promotion activities; and Grants with credit line through partner banks for investing in rural development. Many activities organised in VET Schools in different regions of Moldova.
Oct. 2017-present	Moldova	Global Environment Fund (GEF)	National Steering Committee	<b>Evaluation of GEF SCP Project Proposals</b> , assisting beneficiary in smooth implementation. Following evaluation & approval process, certain rules and internal UN procedures to ensure qualitative and objective evaluation of project proposals. Field visits and participation at the projects' events to help and contribute to a better implementation of selected projects.
August 2016 – Dec. 2017	Moldova	CCI RM	<b>Project Developer / PCM Trainer &amp; Facilitator</b>	<b>Drafting guidelines for CCI Moldova on PCM rules and procedures for implementation of development projects. Internal Project Monitoring and Evaluation, conducting PCM trainings for CCI Branches.</b> Providing training for EU Project Business Academy for Women - Development and delivery of Business Trainings: Business Planning Training, Module on Methods and Instruments of Business Financing. Export Instruments, Rules and Procedures for acceding new markets Management and Quality Infrastructure Management
Sept-Dec 2016	Moldova	Chamber of Commerce and Industry (CCI)	<b>EEN Project Coordinator</b>	<b>Enterprise Europe Network-COSME “Business-INN-Moldova” Project, funded by EASME.</b> Responsible for overall management and follow-up of all project activities of the Consortium. Act a liaison between the consortium partners, Network, and EASME, providing timely monitoring and reporting on indicators, and communicating to all partners the evaluation results. Responsible for monitoring, financial management, and distribution of financial disbursements among consortium partners. Involved in all project activities, especially – Network visibility and communication activities, Network building and reinforcing activities.
2019	Moldova	Secretariat of the EaP Civil Society Forum (vera.rihachova@eap-csf.eu)	Expert on EU Market access	<b>DCFTA sectorial analysis</b> - based on reviewed <i>Joint staff Working Document Eastern Partnership - Focusing on key priorities and deliverables</i> , - drafting sectorial analysis (in the area of economics, convergence and implementation of EU Single market standards, and digital markets harmonization, corresponding to EaP CSF WG2 and WG5). In particular: Collection of feedback on the deliverables/benchmarks; Desk research to contextualise the feedback and to prepare an overall analysis of relevance of selected deliverables/ benchmarks and of progress/ challenges against these goals in the EaP countries; Presentation and Discussion of the EaP CSF policy brief on Joint Staff WD “EaP – Focusing on key priorities and deliverables” to get the comments of the EaP CSF WG 2.
May – July 2017-2018	Moldova/ Belgium	Secretariat of the EaP Civil Society Forum Elena Prohntchi	Trade Consultant/ Researcher /expert /	<b>EASTERN PARTNERSHIP INDEX 2016-2018</b> - Charting the Progress of the Six Eastern Partnership Countries on the Path towards Sustainable Democratic Development and European Integration, National expert, providing data for 3.1. Market Economy & DCFTA;
Apr. 2013 July 2016,	Moldova	Customs Service of Moldova – Lead Partner (C.Trofaia)  ANAF Romania - Partner	<b>Project Manager</b> 3,5 mln.euro	<b>CBC EU Project (LSP) IMPEFO – Improvement of Customs and cross – border cooperation between Moldova and Romania on Petroleum and food products, ENPI Funds, Large Scale Project, 3,334,000 Euro</b> - Coordination and monitoring of implementation all activities of the Project (Building infrastructure of Customs laboratory 1000m2 in 3 floors, procurement of laboratory equipment for testing petrol and food products, study visits and expert share-experience, of 2 mobile customs laboratory and visibility actions) - Planning of the project activities; Reporting & Evaluation of the implementation, progress reports; - Monitoring of the financial management, including the checking of all project expenses; - Monitoring and Conducting all procurement procedures, according to PRAG for EU external aid

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				<ul style="list-style-type: none"> <li>- Coordination of all information, visibility and publicity activities of the project (organization of launching and end press conferences for the project, design of press adds, leaflets, brochures).</li> </ul>
August 2015-March, 2016	Moldova	UNDP Moldova, Angela Frunze, <a href="mailto:angela.frunze@undp.org">angela.frunze@undp.org</a>	Assessment for TA needs Enhancing Business Cooperation across the river	<p><b>EU / UNDP CBM Phase IV - Business Support Component, in particular Business Cooperation among stakeholders of both banks of the River. EU Funding,</b> Tasks includes:</p> <ul style="list-style-type: none"> <li>- Needs Assessment Report comprising a detailed analysis of Business Development and Support Services both public and private, including an assessment of Business Associations needs</li> <li>- Needs Assessment Report (NAR) on management capacity of Business Associations and other business actors for business cooperation</li> <li>- Mapping of key partners and projects for Cross –River Cooperation development activities;</li> <li>- Development of an Action Plans for Business Development and Cooperation with TN based on NAR</li> <li>- <b>Drafting TORs, for Services and other activities on providing Technical Assistance to different Institutions, BSPs, Business Associations and improvement of SMEs access to export services;</b></li> </ul>
Sept 2015-April, 2016	Moldova	UNDP Moldova, Angela Frunze, <a href="mailto:angela.frunze@undp.org">angela.frunze@undp.org</a>	Evaluation of TA on Enhancing and Developing Export Support Services for entire Moldova	<p><b>EU / UNDP CBM Phase IV - Business Support Component, in particular Export Development Services and Instruments. EU Funding,</b> Tasks includes:</p> <ul style="list-style-type: none"> <li>- Needs Assessment Report (NAR) comprising a detailed analysis of Export Support Services both public and private, including an assessment of Business Associations needs</li> <li>- Mapping of key partners and projects for Export promotion and DCFTA Implementation and for Cross – River Cooperation development activities ;</li> <li>- Development of an Action Plans for Export Development and Cooperation with TN based on Needs Assessment Report</li> <li>- <b>Drafting TORs, for Services and other activities on providing Technical Assistance to BSPs, Business Associations and improvement of SMEs access to export services;</b></li> </ul>
Sep.2015 – March, 2016	Moldova	KANTOR Management Consultants S.A., Athens, Greece, Dimitra C. Malandraki Senior Analyst ( <a href="mailto:DCM@kantorgroup.eu">DCM@kantorgroup.eu</a> )	Country Study Coordinator	<p><b>EU Project “Short term High Quality Studies to support activities under the Eastern Partnership”,</b> to conduct the studies “<i>Women Entrepreneurship in the Eastern Partnership</i>” <i>literature review of the existing research on Women Entrepreneursh in EaP – Moldova;</i></p> <ul style="list-style-type: none"> <li>- review and comparison of policy frameworks shaping the conditions of women face in given country;</li> <li>- collection of available (comparable) statistical (quantitative) data on women and their businesses in the selected country as described</li> <li>- Data availability and comparability check;</li> <li>- Interviews with Representatives of Business Associations and Employers association;</li> <li>- contribute to data analysis and interpretation; and</li> <li>- Contribution / comments to/on final report and data presentation as necessary.</li> </ul>
Sep. 2014, Feb, 2015	Moldova	European Commission, N.V. SOPEX CONSULTING S.A. <a href="mailto:sopex@sopex.be">sopex@sopex.be</a> ; <a href="mailto:fwclot1@sopex.be">fwclot1@sopex.be</a>	Country Senior Expert	<p><b>EU Project: Identification of EU Support to the private sector in the context of Association Agreements/DCFTAs. Evaluation of past and on-going programmes on support to Business Associations and SMEs in Moldova</b></p> <ul style="list-style-type: none"> <li>- Conducting Public Institutional Survey and SMEs Survey on needs for implementation of AA/DCFTA,</li> <li>- Analyse Institutional Gap and Legal Gap between the national legislation of Moldova and the provisions of the EU acquis to be implemented as part of the DCFTAs as well as the gap between the legislation already in place and its enforcement; Provide recommendations for the design of a future EU support package targeting the private sector to accompany implementation of the AAs/DCFTAs provisions in Georgia, Moldova and Ukraine. Interviews with 32 Public and Private Sector Institutions, including Business Associations representatives</li> </ul>
Sep. 2014 – Jan, 2015	Moldova	FAO, Rome, Italy Ekaterina.krivonos@fao.org	International Consultant on Trade	<p>FAO Project “Facilitating the understanding and adoption of WTO principles and commitments in agriculture”, Regional Initiative on Trade and Regional Integration for the countries in Europe and Central Asia.</p> <ul style="list-style-type: none"> <li>- Assessment of trade policies and trade strategic documentation for the period of Moldova’s WTO accession, including main features of Moldova’s agricultural trade policy from prior to WTO accession, including the main instruments of producer support.</li> <li>- Provide description of Moldova’s commitments in agriculture in WTO accession: Markets access, Export subsidies, Domestic support to agriculture and discuss the implementation of commitments in agriculture</li> </ul>



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				in the WTO: Issues and challenges in compliance and in reforming agricultural policies and support programs;
Feb 2014 June 2015	Moldova	Academy of Economic Science of Moldova; Dean Mihail Cernavca, mcern@mail.ru	Export and Quality Infrastructure Management Consultant	<b>Development and delivery of University Course on Export Management and Quality Infrastructure Management</b> - <b>Design Training Materials and Delivery for 120 hours of Theory and Practical hours</b> - <b>Teaching 60 hrs of theory and 60 hours of seminars (Practical hours) for Export Development and Management of Export Activities</b>
April - May, 2014	Moldova	UNDP Moldova SYSLAB UNDP Project,	Business Start-up and Development Adviser	<b>Development of training materials and delivery of training on the key provisions of the Business start-up and labour market legislation in the Republic of Moldova.</b> - Develop the teaching materials by adapting already available training materials and/or by developing new materials, based on existing European and international models and best practices; - Implement a training of trainers exercise to train the team of the SYSLAB Chisinau Center, by providing TOT on the key provisions of the business start-up and labour market legislation in the Republic of Moldova: opportunities and challenges; - Implement a training of trainers to train the regional SYSLAB teams, based on same or adapted teaching materials; - Eventually revise the training materials and provide the Project with the final version of the training curriculum.
May 2013- Sept. 2013	Moldova	LED Moldova, Liechtenstein Development Agency Pius Frick	<b>Project External Evaluator</b>	<b>EU/ LED Funding - Evaluation and Assessment of Moldova Employment and Entrepreneurship Education and Training Activity (MEEETA);</b> including mapping of support activities for SMEs and for Enhancing Job Readiness in Moldova, <ul style="list-style-type: none"> <li>• Identification of: - main challenges of the young people, who want to start or who have started an enterprise: - synergies with other training activities of Winrock or other actors were leveraged and, what synergies were missed;</li> <li>• Assessment of Institutionalization of Entrepreneurship training in VET System</li> <li>• To do Monitoring and assess the Regional Partners capacities and the support they got from Grantor To assess the results of the MEEETA project regarding the organizational strengths of the regional partners;</li> <li>• To evaluate the monitoring system and if it is catching the necessary information and to assess the achievements in the institutionalizing process, aiming at strengthening the entrepreneurship training in VET schools and agricultural colleges;</li> <li>• To assess the further needs/challenges of Direct Beneficiaries and outcomes of the entrepreneurship trainings provided by WR and VET schools; and provide recommendations regarding the consolidation of the achieved results</li> </ul>
March 2012- June 2013	Missions to Afghanistan	WB HQ Hasan Zaidi <a href="mailto:Hzaidi@worldbank.org">Hzaidi@worldbank.org</a>	Customs Performance Measurement Consultant	World Bank Afghanistan <b>Second Customs Reform and Trade Facilitation Project (SCRTFP):</b> Define, establish, and carry out a baseline survey. Update the methodology along the traditional TTFSE lines to adapt it to the specific environment of Afghanistan, and to introduce a corridor performance approach; Develop a simple data collection manual and a simple data base for capturing the data, which will typically include times, and Customs checks (including physical and documentary examinations and their results); Organize and train the data collection team, review its work and make appropriate recommendations to ensure the sustainability of the collection process; Design Simple score cards interview forms for drivers and importers. Carry out data collection, determine a data collection schedule, monitor initial measurement exercises, collate data and produce a summary report.
Apr, 2012 Dec, 2012	Moldova	IDIS Viitorul Liubomir.ciriac@viitorul.org	Trade Expert	<b>EU Funding - National Convention of the EU in Moldova.</b> Expert of the Working Group IV: Trade Issues, Movement of Services and Capital and Competition. Reports and presentations delivered on the following topics: April 2012- <b>Quality infrastructure, market surveillance and consumer protection</b> , September 2012, „ <b>Trade facilitation and customs administration. Customs procedures, contraventions and offenses</b> ”, October 2012, „ <b>Technical barriers to trade. Standardization, conformity assessment and technical regulations</b> ”

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May, 2012- Nov/2012	Moldova	Centre for Development and Management	<b>Project Coordinator</b>	<b>Black Sea CBC Project, EU Funding. Industrial Symbiosis Network for Environment Protection and Sustainable Development in Black Sea Basin. Project Partners: Moldova, Bulgaria, Romania, Turkey. Responsible for the process of data collection activities;</b> Drafting Questionnaire and coordination among 4 Project Country Partners. They survey covered 100 companies from the four sectors (manufacturing, services, transport and energy). Companies surveyed included different regions - Chisinau, Orhei, Cahul, and Balti. The questionnaire included data on enterprises ' collaboration with companies from other countries, on the resources used, the products / services it offers, products, All data collected has been entered into a common database.
Sep 2011 – Jun 2012	Moldova	CASE Warsaw Luca Barbone Luca.barbone@case-research.eu	Country Economist	<b>ENPI Regional Migration Project: Costs and Benefits of Labour Mobility between the EU and the Eastern Partnership Partner Countries</b> (Armenia, Azerbaijan, Belarus, Georgia, the Republic of Moldova and Ukraine), Duties: An in-depth structural analysis of the labour markets in Moldova, with an emphasis on those aspects which are driving labour migration, including recommendations for the improvement of the functioning of labour markets (labour taxation/labour regulations) and more specifically in relation to employment creation and the expansion of the formal sector of the labour market (this should build upon the existing studies mentioned above); Mid-Term Country Studies Workshop, Presentation, 8-9 may, 2012, Krakow, Poland.
July 2010- Dec 2013	Moldova	UNDP Moldova, EUHLPAM Team Andrea Capussela Andrea Lorenzo Capussela <andrea.capussela@gmail.com>	Local Expert of the High Level Adviser to the Minister of Economy, Deputy Prime Minister	<b>EU/ UNDP Project: European Union High Level Policy Advice Mission to the Republic of Moldova.</b> Duties: Provide assistance on rationalizing the mandate and responsibilities of the existing bodies involved in DCFTA negotiations and provide support in the DCFTA process; Drafting TORs for Government Capacity Building for DCFTA Implementation; Research and analysis on economic and trade-related policies of Moldova, as Member of WTO; Prepare debriefing and policy papers together with the EUHLPAM and edit them in the Romanian and English language; Conduct research, collect relevant documents and prepare background papers under the direction of the EUHLPAM for decision makers; Drafting of texts, preparation of statistics and recommendations for policy changes or legal amendments; Meeting different representatives of public and private institutions directly involved in trade regulations or affected by trade regulations. Member of Chief Coordinator of drafting and co-author of <b>Road Map for Increasing Competitiveness of the Republic of Moldova</b>
04/2009 02-03 /2015	Moldova	CCI RM, Chisinau Sergiu Harea	Business Adviser	<b>EU/German Funding - Project on Training of Business Sector by Modules on Trade and Export Business Development.</b> Duties: Design and Delivery of training module on IMPORT and EXPORT procedure for entrepreneurs from Moldova for Business Associations and Company Managers
06/2009- 06/2011	Moldova (covering also Transnistria)	Winrock International  commissioned by US/G-TIP Department of State; LED, Argidius Foundation sofia.shuleanshi@ceda.md	<b>Project Manager / Coordinator</b>	Projects: <b>Moldovan Employment and Entrepreneurship Education and Training Activity (MEEETA)</b> – LED support; <b>Transnistrian Support WOMEN Project</b> (US – G-TIP support), Moldova Entrepreneurship <b>Development Activity (MEDA)</b> – <b>Argidius Foundations support:</b> Role: Coordination, assist with development, implementation and oversight of the economic empowerment activities of all Winrock Moldova programs, including coaching and advising Winrock staff and Grantees - regional centre directors in the management of their economic empowerment services. Activities performed: Monitoring of Regional Support Centres and Mobile Training Teams; work closely with Centres to design and implement relevant economic (employability & entrepreneurship curriculum), psychological and legal assistance support programs for at-risk women; Monitoring grant results and fiscal and technical reporting; Coordinate trainings and networking events for health, education, and law enforcement professionals in Transnistria to strengthen victim identification, assistance, and referrals; Ensure that all project objectives are met through effective planning and coordination of project activities; responsible for planning, contracting, and managing project activities, and ensuring that work is completed according to the Project Proposal, Grant Agreement and Policy Manual; Ensure timely and accurate completion and submission of all reports to donor and financial accountability;
06/2009- 02/2007	Moldova	European Commission, ILO Regional Office in Budapest & IOM Mission Chisinau; Severine Deboos deboos@ilo.org	<b>Project Officer</b> Business Development Consultant;	<b>EC AENEAS Project: Beyond Poverty Alleviation (BPA): Developing a Legal, Regulatory and Institutional Framework for Leveraging Migrant Remittances:</b> Duties: Provide expert support on BPA activities on capacity building for Ministry of Economy; Editing Business Start-up practical Guide; Organize trainings on business development, financial literacy and investment; Elaboration of 33 Local Business Directories; Establishing the “SME Referral System”, creation of the SME Public-Private Dialogue (PP) Module; Training for regional SMEs specialists on use of PP Dialogue, Referral System and Networking at the national level. <b>Trainings on PCM for District Councils and other regional actors ( Cahul, Balti, Chisinau)</b>

Date from-date to	Location	Company	Position	Description
Apr, 2004 – Oct, 2004	MOLDOVA	DAI (Development Alternatives Inc)	Regulatory Reform Consultant	<p><b>USAID Regional Project: Support to SMEs Development in Ukraine, Moldova &amp; Belarus. BIZPRO Office in Moldova.</b> Review the business environment legislation, including SPS issues related to regulatory reform and harmonization to WTO legal commitments; Leading role in analyses of the economic impact of project activities and gauge economic impact of regulatory reform proposals, providing statistical support to Bizpro foreign experts</p> <ul style="list-style-type: none"> <li>Identifying all constrains of the business community is facing in participating in the foreign economic transactions.</li> <li>Assisting DAI business development staff, filing proposals, updating records, and handling in-house distribution of proposals and other material, Research, data collection, and economic analysis, including collecting information on key agencies and institutions dealing with market development</li> </ul>
12/2001-04/2004	Moldova	World Bank TTFSE Project, Anca Dumitrescu, WB HQ, TL TTFSE Project	<b>Project Manager</b> (PIU TTFSE) 7,5 mln USD	<p><b>Public Administration Consulting &amp; Project Managemet - WB Project on Trade and Transport Facilitation in Southeast Europe;</b> Duties: Development of Customs Strategy Paper on Trade and Transport Facilitation Infrastructure; Coordination of Customs Reform process, Improvement of Border Facilities, Creation of Integrated Information System on Customs Data.; Exchange and Conducting permanent dialogue with Southeast Europe countries representative, including CEFTA on their experience on Trade Facilitation Implementation; Analysis of Trade Facilitation Indicators (according to WB methodology).; Organization of the 7<sup>th</sup> Regional TTFSE Steering Committee. Participation at 6<sup>th</sup> Steering Committee in Belgrade.</p>
12/2002 – 03/2003	Moldova	World Bank PIU	Senior Economist	<p><b>World Bank Project on Drafting EG PRSP Sectorial Strategies.</b> Duties: Coordinator and Author of Private Sector Development Strategy Paper for Investment and Economic Regional Integration. Presentation and consultation of the Paper to all stakeholders, preparing the Action Plan for EGPRSP on private sector development.</p>
1995-2001	Moldova	Gov. of Moldova Ministry of Economy and Trade	Head of WTO Division	<p><b>EU Tacis/ DFID Projects. Coordinator and responsible for Moldova's accession to the WTO:</b> conducted negotiations in Geneva; Participated at 12 rounds of bilateral and multilateral negotiations with the representatives WTO Members in Geneva and other capitals (Brussels, Washington); Secretary of the Interdepartmental Committee: coordinated trade policy related activities of governmental institutions; Coordination of Technical Assistance programs: Representative of GoM to Working Table II of the Stability Pact; Secretary of the Interdepartmental Committee on Preshipment Inspection, Deputy Chairman of Council of Trade experts. Provide Specific Training on International Trade at universities and colleges of Moldova.</p>



18. Other relevant information (e.g., Publications)

Relevant specialised Training Courses and Forums

- **Certificate of Facilitator – TAIEX International Conference on Modern Technologies on Spatial Data, July, 2024**
- **Certificat de apreciere pentru Susținem Învățământul Preuniversitar Agricol**, Călărași, Romania, May, 2019. Fundația Ferma.
- **Certificate. Country Visit – Romania – AGRIPANTA. Best practices and exchange of experience.** May, 2019, Romania
- **Diploma de Merit pentru contributia la susținerea, promovarea și dezvoltarea învățământului Agricol.** Liceul Tehnologic Sandu Aldea. May, 2019. Romania
- **Cultivarea Ecologica a soiei.** Certificate. ADA/EU/Donau Soja- DevRAM Project. December, 2018.
- **Dezvoltarea cunoștințelor și competențelor antreprenoriale**, 1-2 September, 2018. Academia Viitoarelor Antreprenoare
- **Diploma de Gratitudine. Centrul Educațional PRO DIDACTICA.**
- **Campaign and Communication.** The Jarl Hjalmarson Foundation. Certificate for training module. June, 2018. Chisinau, Moldova.
- **Women and Political Influence (Leadership and Advocacy, Making Political Proposals),** Robert Schuman Institute, Certificate. March-April, 2018, Budapest, Hungary
- **From an Idea to Concrete Results,** Certificate. Robert Schuman Institute, Konrad – Adenauer-Stiftung, Eduardo Frei Foundation. Certificate. March-April, 2018, Budapest, Hungary
- **Facilitarea aplicării mecanismului de desemnare procentuala (Legea 2%) – Atelier de instruire,** conducted by USAID & CRJM (Centrul de Resurse Juridice din Moldova), February 2018, Chisinau Moldova.
- **Contabilitatea pe domenii de aplicare. Gestiunea Eficientă a Afacerii.** Certificate, ODIMM, Ministry of Economy and Infrastructure. December, 2017
- **COSME – Enterprise Europe Network – Training for EU Funds and Monitoring for Newcomers, Brussel, 2016, EASME** (een.ec.europa.eu), Management Centre Europe (MCE), 1050 Brussels.
- **Project Cycle Management,** ADEL of Swiss Federal Institute of technology, Zurich, +Oct. 2010
- **Development of Management and Business Skills for Entrepreneurial Activities.** EBRD BAS Project., Sweden Fund, May-2014
- **CIBER (Competitiveness Impacts of Business Environment Reforms)** USIAD The Agricultural Competitiveness and Enterprise Development Project (ACED) and the Millennium Challenge Corporation (MCC), November, 2011
- **Analytical Skills Related to aid Coordination and Project Monitoring,** 9-10 July, 2002, Ministry of Economy, TACIS Project Support to National Coordination Unit
- **Cochran Fellowship Program, WTO Rules and Agriculture** (US Department of Agriculture Training Centre, USTR, US Department of Commerce); August 2000- Sept. 2000
- Special Course on **Trade Policy and Accession to the WTO for ECE and CA countries, Trade Policy, WTO rules and procedures, and Negotiation Techniques** (WTO Institute for Training and Technical Cooperation, Geneva, Switzerland) April'99-May'99
- Certificate **Legislative Drafting Techniques** (Public Law Centre, Tulane Law School and Loyola School Law) Sept. 1998:
- Certificates in **Information Management and Technologies for International Trade** (ITC/UNCTAD/WTO, Geneva and London), Dec'97- 2 weeks.
- Certificate on **Market Economics, Financial Analysis, Macro and Microeconomics, Trade and Investment Policies, Microeconomics, Accounting and Financial Analysis,** (JVI / WTO Institute, Vienna, Austria), Sept.'96 - Jan'97

14. Other relevant information (e.g., Publications)

Publications and Presentation:

- EU Support to the Private Sector in the context of Association Agreements including DCFTAs (Georgia, Moldova and Ukraine) (Report under EU approval), Mark Hellyer, Georgeta Mincu, et al Liesl Muench)
- Women in Power and Decision-Making in the Eastern Partnership - Study Report - See more at: <http://capacity4dev.ec.europa.eu/hiqstep/document/women-power-and-decision-making-eastern-partnership-study-report#sthash.U3VDpFaw.dpuf>
- FAO Project "Facilitating the understanding and adoption of WTO principles and commitments in agriculture", as part of the Regional Initiative on Trade and Regional Integration for the countries in Europe and Central Asia.
- EU Project in Belarus: Presentation of Research Study on Impact of WTO Accession on Moldovan Economy after 10 years, 2013, October, Warsaw. Poland. And Moldova's Experience after WTO accession. Workshop: Belarus on the road of WTO accession: Problems and Prospects. Minsk, Belarus, September, 2013
- Policy Note on Trade Facilitation: MET – Moldovan Economic Trends, Edition 4, 2013
- Policy Note on DCFTA: Challenges and Perspectives for Moldova, Edition 1, 2011
- Trade Sustainability Impact Assessment in support of negotiation of deep comprehensive free trade areas (DCFTA) between the EU – Moldova: Sectorial Studies (On Textile, on SPS and on Cereals) (<http://ec.europa.eu/trade/policy/policy-making/analysis/sustainability-impact-assessments/assessments/#study-geo-15>)
- Costs and Benefits of Labour Mobility between the EU and the Eastern Partnership: Country Study for Moldova (<http://www.enpi-info.eu/library/sites/default/files/attachments/Moldova%20country%20study%20-%20final.pdf>)
- Policy Options for Reducing Sector-Specific Risks of the Accession of Belarus to the WTO, Matthias Luecke and Georgeta Mincu, February, 2010
- Assessment of Moldova's Commitment to World Trade Organization. Published by Expert-Group, December, 2007.
- Master Thesis: Impact of Non-Tariff Barriers to Trade on the opportunity of promoting growth in Moldova in the context of a wider European Economic Integration, UCD, Dublin 4. 2006.
- Chapter VI of the European Strategy of the Republic of Moldova. Government Paper, Chapter 6.2: Movement of Persons. Mode 4 of the GATS Agreement; IPP – Institute of Public Policy, Nov. 2004.
- Moldova within Stability Pact: Trade and economic relations with the Southeast European Countries, Institute of Public Policy, 2003
- The Republic of Moldova Accession of the WTO. Prospects of bilateral and regional economic relations. Benefits and Challenges. Institute of Public Policy, Moldova, 2001.
- Notes and Recommendations for the Delegation of Moldova for WTO Services Negotiations for Doha Ministerial Conference; 2 DFID Papers, 2001
- Customs cross border cooperation of Moldova and Ukraine, Institute for Public Policy, 2002,
- Moldova's Customs and Legal Commitments to WTO, 2003, WTO Newsletter, December 2002