

GRUMEZA MIHAELA

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KEY COMPETENCIES

- Investment promotion and grants management;
- Economic and Policy Knowledge
- Business development;
- Relationship management;
- Regulatory and administrative assistance;
- Strategic planning;
- Public and Private sector collaboration;
- Stakeholder engagement;
- Effective communication skills;
- Monitoring and evaluation abilities;

PROFESSIONAL EXPERIENCE

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ MOLDOVA),

2024

EU4MOLDOVA: Local communities project

Expert in Project Proposal Writing

- Developed the course "Project Proposal Development";
- Delivered training for the GIZ team (10 people) and representatives of 5 local groups comprising local public authority members, local action groups, associations, and the local business community, from 5 key regions (20 participants per training session);
- Provided support and mentorship in the development of 5 fundable project proposals.

SHAPE ROBOTICS ROMANIA LLC

2023- present

Consultant Lobby and Advocacy

- Provided comprehensive guidance and support to the company establishing its presence in Moldova, assisting them in understanding the local investment climate;
- Conducted an in-depth market analysis and regulatory compliance consultations to facilitate the company's entry into the Moldovan market;
- Developed strategic plans and offered continuous mentorship to ensure the successful launch and growth of the company's operations in the local business environment.

„Ștefan cel Mare” Academy of MIA

2023-present

Project writing expert

- Provided consultancy and mentorship in the development of project proposals to achieve the institution's development objectives.
- Developed a fundraising plan and strategies for attracting development partnerships.
- Facilitated communication with stakeholders and support organizations.
- Offered consultancy and mentorship in the implementation of projects funded by development partners.

International Labour Organisation (ILO)

2023

Expert in Grants and non-refundable funds

- Delivered trainings. Conducted training sessions on "Funding Opportunities for Entrepreneurs" and "Sources of Funding for Beekeeping Businesses".
- Engaged with approximately 100 beneficiaries in the realm of preferential financing.
- Delivered over 5 training sessions focused on planning, business management, and attracting investments, reaching out to 50 beneficiaries.

The National Centre for Sustainable Energy (NCSE), Project "Clean technology innovation programme for SMEs and start-ups in the Republic of Moldova"

2022/2023

Mentor

- Guided 4 teams in refining their pitch presentations, offering strategic advice on content, delivery, and market relevance;
- Offered strategic guidance and constructive feedback to participating teams throughout the programme.
- Assisted teams in aligning their innovative clean technology solutions with programmatic goals and market demands. Emphasized clarity, impact, and sustainability in pitch development, ensuring teams presented compelling cases to potential investors and evaluators.
- Facilitated networking opportunities and supported teams in building partnerships with industry experts, potential investors, and relevant stakeholders.

Academy of Economic Studies of Moldova (ASEM)

2022-2023

University Assistant

- Ensured comprehensive and engaging curriculum delivery, tailored for student accessibility.
- Adopted varied teaching methodologies to foster participation and enrich the classroom experience.
- Regularly provided students with feedback, aiding their understanding and academic progression.
- Emphasized real-world applications and case studies for practical skill development.
- Continuously updated course content and teaching techniques based on feedback and evolving academic needs.
- Guided students in academic projects, research, and provided career insights in economics.

Laboratory of Initiatives for Development, LID MOLDOVA

2022

Expert

- Developed a legislative proposal and a professional training program for teachers in secondary and high school institutions.
- Analysed the challenges faced by young aspiring entrepreneurs and identified relevant solutions.

B&S EUROPE

2021

Project Management Expert

- Delivered trainings on "Project Writing and Management" for 40 employees of General Police Inspectorate based on the PMI Methodology

USAID Project, High Value Agriculture Activity in Moldova (HVAA)

2021-2022

Expert in Grants and Non-Reimbursable Funds

- Delivery of trainings on "Funding Opportunities for Agricultural Entrepreneurs", "Sources of Funding for Soft Fruit Farming Businesses", "Sources of Funding for beekeeping Businesses", "Funding Opportunities for The Associations of Irrigation Water Users (AIWU)".
- Familiarization with the field of preferential financing of about 250 beneficiaries; Delivery of over 80 trainings in the field of planning, business management and attracting investments for 2000 beneficiaries;

AZEMURG GRUP LLC

2018-present

Director, Founder

- Collaborated with international investors to navigate the local business landscape, providing comprehensive support in regulatory compliance, market analysis, and strategic planning to successfully launch their businesses in Moldova.
- Worked closely with foreign investors to identify and capitalize on local opportunities, offering tailored consultancy services and establishing key partnerships to ensure the smooth establishment and expansion of their enterprises within the local market.
- Providing consultancy for small, medium-sized, and large companies on attracting non-reimbursable financing worth over 100 million MDL;
- Mentoring and coaching for start-ups in business model development, financial management and investment planning;
- Business processes development for 2 companies with 30 employees, 30 % business process optimization within the company;
- 16 feasibility studies for infrastructure projects for UCIP IFAD;
- Delivery of over 80 trainings on business planning, business management and attracting investment for 2000 beneficiaries;
- Project management services for 3 Associations of Agricultural Producers. A. O. „Pomușoarele Moldovei” (PA "Berries of Moldova"), AO „Asociația Națională a Apicultorilor din Moldova” (PA "National Association of Beekeepers of Moldova"), UPJ "MoldApis". Implemented 7 projects totalling 7.2 million MDL;
- Management of the investment portfolio of 30 companies, totalling \$ 25 million MDL.

The project "#LighttheCircus (#LumineazăCircul)

2017-2018

Project manager

- Attracting reimbursable and non-reimbursable funds in the amount of 1.2 million MDL for the partial renovation of the great arena of The Chisinau Circus;
- Attracting 20 partners to implement the social project;
- Monitoring the project promotion campaign.

Chamber of Commerce and Industry of the Republic of Moldova

2015-2017

Fairs and Exhibitions Specialist

- Organising exhibitions such as "Made in Moldova", "Made in Moldova"-Iasi, an exhibition area of about 2000 sq. m., planning and technical assistance for 100 exhibitors.
- Organized the "Quality Award" Contest, Second Edition, involving 25 companies.
- Logistics for 3 Study visits (USA, France) and facilitating the exchange of best practices between the local and international producers;
- Participation in financial planning activities of the Department;

The Public Association "Alliance of Students of Moldova"

2013-2015

Vice-President, Specialist in non-reimbursable funds

- Implemented 3 projects with 2000 beneficiaries: university students from the Republic of Moldova;
- Development of 10 Student Senates in the Universities in the Republic of Moldova;
- Drafting legislative proposals on amending the Law on volunteering no. 121 of June 18, 2010.

EDUCATION

International internship

May-June 2023

EU4Business: Connecting Companies (EU4BCC)

PhD student

2021-present

The Academy of Economic Studies (ASEM) Doctoral School

Research topic: "Streamlining the Use of Non-Reimbursable Financial Assistance in Strengthening National Socio-Economic Development"

Master's Degree in Business Law

2017

The Academy of Economic Studies of Moldova

Bachelor's degree: General Economics and law

2015

The Academy of Economic Studies of Moldova

CERTIFICATION

PM² Alliance

Certificate of completion

2024

PM2 Project Management Methodology" course

Ministry of Labor and Social Protection of Romania

2023

Certificate of completion

Expert in Accessing European Structural and Cohesion Funds

International Labour Organization

Certified Trainer GYB and SYB

2020

AWARDS

Ministry of Defence of the Republic OF Moldova

The Medal for Cooperation

2020

"Merit scholarships" under the aegis of the Council of Rectors of the Republic of Moldova (CRM)

2015

Award winner

PUBLICATIONS

GRUMEZA, Mihaela, CRUDU, Rodica. Rolul asistenței financiare nerambursabile asupra atingerii obiectivelor de dezvoltare durabilă = Role of Non-Reimbursable Financial Assistance on the Sustainable Development Goals. In: *Economica*. 2023, no 4(126), pp. 87-98. ISSN 1810-9136.

Grumeza, M., & Crudu, R. (2022). "The Impact of Social, Political, and Economic Changes on the Efficiency of Non-Reimbursable Financial Assistance." In: *The Collection. Economic Security in the Context of Sustainable Development*. Chișinău. ISBN 978-9975-155-73-1.

GRUMEZA, Mihaela. The impact of non-refundable financial assistance on sustainable economic development. In: *Competitivitatea și inovarea în economia cunoașterii: Culegere de rezumate*, Ed. 27, 22-23 September 2023, Chisinau, Republic of Moldova: "Print-Caro" SRL, 2023, Edition 27, Volume 1, p. 113. ISBN 978-9975-175-98-2.

ADDITIONAL INFORMATION

MS Office: MS Word, MS Excel, MS PowerPoint, Microsoft Project;

Founder: I-SENS COMPANY LLC; AZEMURG GRUP LLC

Founder and Vice-president: Public Association Stefan cel Mare si Sfânt;

Spoken languages: Romanian, Russian, and English;