

## CURRICULUM VITAE

1. **Family name:** Usurelu
2. **First names:** Lucia
3. **Date of birth:** 05/08/1969
4. **Nationality:** Republic of Moldova & Romania (double citizenship)
5. **Civil Status:** Married
6. **Based in/Residence:** 30, Ialoveni str., Chisinau, Republic of Moldova, MD-2070
7. **Education:**

Institution from – to	Degrees and Diplomas obtained
Academy of Public Administration by the Government of the Republic of Moldova, 1996	Master's in Public Administration
Chisinau Academy for Economic Studies of Moldova, 1992	Bachelor's in Economics and Management
Chisinau College of Finance and Economics 1987	Diploma of financier-accountant

8. **Language skills:** (1 - excellent; 2- very good; 3-good; 4-fair; 5 - basic)

Language	Reading	Speaking	Writing
Romanian	1	1	1
English	1	1	1
Russian	1	1	1
French	3	3	3

9. **Membership of professional bodies:**

- Board Member of the First Regional Cluster SORINTEX in the Textile and Apparel Sector
- Member of the Regional Development Council for Regional Development Agency Center.
- National Contact Point – for Widening Participation and Spreading excellence under H2020 at National Agency for Research and Development
- Member of Women in Business Association in Moldova – AFAM since 2013
- Member of Professional Auditors and Accountants Association of Moldova
- Chairman of Administrative Committee –Business Incubator Soroca -2011-2015
- President of International Club Soroptimist –SI Chisinau Club for period 2012-2014

10. **Other skills (e.g., Computer literacy, etc.):**

Full computer literacy: MS Office; MS Word; MS Excel; MS Outlook; PowerPoint;

Strong analytical and problem-solving skills;

Ability to work under pressure and Commercial awareness;

Negotiation and Persuasion, Team player, Strategic thinking, Perseverance and Motivation

11. **Present position:** Project Manager

12. **Years within the firm:** 30

13. **Key qualifications: (relevant to the assignment):**

**Trainings:**

- Private Sector Growth Strategy International Training Program, Stockholm, Sweden, November 8th-30th 2014
- Promoting Innovation & Entrepreneurship through incubation program, Ahmedabad, India, February 2011-April 2011
- Production Management for Southeast European Countries, Training and Dialogue Program of the Japan International Cooperation Agency JICA, Sapporo, Japan, February 2010– March 2010
- Training course-General Management for SMEs, organized by Mediterranean Institute of Management, Nicosia, Cyprus. September 2008 - October 2008
- Participating in an international exchange program , Community Connections, where I had an internship in different businesses on developing SMEs in USA Louisville, Kentucky, June 2000 – July 2000

- ACAP Chisinau, Republic of Moldova. Training in the Basis of International system of accounting. Training in the International Standard of accounting, October 1998 - December 1998
- TACIS Program in Public Administration, Management, Modern Economics, Policy Analyses, Accountability Courses, Training for trainers. Portugal- Lisbon; Belgium-Brussels; Netherlands-Maastricht, 28th July 1997– 25th September 1997
- Seminar on Public Budgeting and Financial Management organized by Virginia Polytechnic Institute & State University, Chisinau Moldova, April 1997
- HEPO Program Hellenic foreign trade board. Training in export promotion by progressive methods Greece, Athena 15th May 1997- 11th June 1997
- Netherlands; UNDP Program Leadership and Democracy. Training program in Financial Management, May 1996
- SOROS Program training in Public Administration, 2nd Graduate Students Public Administration Training. Czech Republic– Prague, August 1995
- SMEs annual conference on entrepreneurship development in Belgrade, Serbia, 8-11 May 2007

#### **14. Specific experience in the region:**

Over 25 years of experience in various key positions involving development cooperation, especially in the field of sustainable economic development, international project management, business development, implementing and coordinating project activities with and capacity development measures for partner organizations, as Business Center, Incubators, Hubs and Cluster in the rural area.

Proven track record of assignments focused on business development and evaluation of projects. Competent in designing evaluation tools, coordinating and carrying out qualitative and quantitative analysis.

**15. Professional experience:**

Date from – Date to (Please provide tentative date for the assignment below as per ToR's requirement, please see the page number 15 of the ToR)	Location	Company& reference person <sup>1</sup>	Position	Description
30 Oct 2017- To Date	Moldova	ProEntranse Ion Lupascu	<b>Project Manager/ Trainer/ Coaching</b>	<ul style="list-style-type: none"> <li>• Youth Training for Efficient Management under the USAID High Value Agriculture Activity (HVVA) Chemonics project.</li> <li>• Development of SMEs in regional development the Republic of Moldova by efficiently combining management, marketing, finance and legal frameworks;</li> <li>• Providing advisory assistance with an emphasis on the final outcome focusing on agricultural, agribusiness and financial development projects;</li> <li>• Providing personalized development solutions by making full use of internal business opportunities;</li> <li>• Increasing the access potential and the use of financial resources;</li> <li>• Assisting in the development of private companies by using the latest methods and working practices;</li> <li>• Complex assistance for businesses created by young entrepreneurs and women;</li> <li>• Providing quality assistance to local public administration in the implementation of rural and regional development projects;</li> <li>• Organizing study visits abroad and participating in international local exhibitions,</li> </ul>
06/2021- present	Moldova	UNDP /EU4Business Simion Berzoi	National Expert on Cluster Development and Private sector support	<ul style="list-style-type: none"> <li>• Provide support and strategic inputs to the SME support mechanism for key products and activities</li> <li>• Integration on cluster development support for Ungheni and Cahul regions</li> <li>• Quarterly coordination meeting with local consultants and Business Development and SMEs Contractor</li> <li>• Participation in the initiation of the Stakeholders Review for 8 targeted clusters</li> </ul>
06/2021- 31/12/2021	Moldova	CCI /ODIMM	Trainer/Mentor	<ul style="list-style-type: none"> <li>• <b>Trainer and mentor for Program - Gestiunea Eficientă a Afacerii,/ Efficient Business Management, Modules: Financial Management; Inventory of assets and liabilities of the entity; Financial Risks; Financial Analysis, Fiscal Frame (taxes for SMEs)</b></li> </ul>

<sup>1</sup> The Contracting Authority reserves the right to contact the reference persons. If you have any objection to this fact, kindly state so and provide a justification

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02/2021-30/09/2021	Moldova	GIZ/AGER ala.revenco@ager.md	Project Manager	<ul style="list-style-type: none"> <li>Stimulation and involvement of citizens and civil society organizations in the decision-making processes, including the governance of public investment projects</li> <li>Empowering and involving citizens to participate in a meaningful way in overseeing procurement processes, managing and maintaining public infrastructure, and addressing critical local issues in Micleuseni and Vorniceni villages</li> </ul>
02/2021-04/21	Moldova	GFA Consulting Group GmbH /GIZ/ Mihai Roscovan	Independent national senior short-term expert	<ul style="list-style-type: none"> <li>Evaluation of the Project for Intervention area 1 in the GIZ project “Modernization of local public services” in Moldova.</li> </ul>
09/2018-30/12/20	Moldova	East Europe Foundation Ana Ciurac	Project Manager	<ul style="list-style-type: none"> <li>Development of Entrepreneurship HUB through European Eastern Foundation</li> <li>Development of Techno Textile HUB Soroca and Cluster creation</li> </ul>
11/2017-11/2020	Moldova	EU /Horizon 2020 BOND Project Angela Hilmi ab9326@coventry.ac.uk	Project Manager	<ul style="list-style-type: none"> <li>Bringing Organizations&amp; Network Development (BOND) to higher levels in the Farming sector in Europe under the EU fund H2020Program (Project Manager)</li> </ul>
10.2018 – 12.2018	Moldova	Civitta / SEDM / GIZ Moldova  Ana Mardare an.mardare@gmail.com	National Consultant	<ul style="list-style-type: none"> <li>Elaboration of investment profiles in agri-food sector with the focus on livestock, food processing and canned food</li> <li>Identify and collect information on public and private investment options in agri-food sector in Moldova</li> <li>Process the collected information and provide structured information in the form of an Investment Profile for 35 investment opportunities</li> </ul>
11.2016 – 12.2017	Moldova	BCI/UNDP Liviu Andriuta liviu.andriuta@bci.md	Business Consultant	<ul style="list-style-type: none"> <li>Consultancy services for competitiveness improvement through training and certification of Business Consultants</li> <li>support the common interests of business actors from both banks, by facilitating their cross-river cooperation and their access to the possibilities offered by Moldova’s deepening relationship with the EU.</li> <li>increase the capacities of consulting service providers to support SMEs on the both banks of the Nistru River to improve their competitiveness</li> </ul>

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04/2014-2016	Moldova	CPD Estonia/Business Incubator Liliana Babara liliana@ias.md	Business Consultant	<ul style="list-style-type: none"> <li>Promoting entrepreneurship in developing rural areas</li> <li>Organizing regional workshops for the young entrepreneurs and local mentors on business innovation techniques and practical methods on how to start and develop a business (including Lean Start-up techniques) based on the transfer of knowledge from the Estonian partners. Developing a business mentors' network at regional level (Soroca Rayon). Organizing in partnership with the Soroca Business Incubator the Soroca Hackathon and contribute to the realization of the Rural Entrepreneurs Cup and its TV show.</li> </ul>
07 Nov 2016 – 29/Oct 2017	Moldova	World Bank  Aurel Casian <a href="mailto:acasian@gmail.com">acasian@gmail.com</a> ; <a href="mailto:piu@mei.gov.md">piu@mei.gov.md</a>	Consultant	<b>Competitiveness Enhancement Project II</b> <ul style="list-style-type: none"> <li>Supporting MoE with the implementation, monitoring and evaluation of the National Strategy of investment attraction and export promotion;</li> <li>Supporting and facilitating necessary dialogue between MoE, line ministries, other public bodies, inter alia MIEPO, investment attraction team under the Prime-minister office, donors and civil society, aiming the coordination of the activities according to the national priorities;</li> <li>Assist the Investment Policy and Competitiveness Department from MoE, the IP's and FEZ's Administrators, attract financial and technical assistance from various donors aiming to develop the IP and FEZ;</li> <li>Assist the FEZ's Administrators and residents in searching for suppliers from among local producers and facilitate establishment of the links between FEZs firms and local economy;</li> <li>Provide support to the MoE to organize workshops, seminars, trainings in the designated segments.</li> </ul>
27/Mar 2007 – 31 Oct 2016	Moldova	ENTRANSE/Norway  Tore Svartas <a href="mailto:tore.svartaas@proneo.no">tore.svartaas@proneo.no</a>	Director	<ul style="list-style-type: none"> <li>Manage and develop ENTRANSE Project</li> <li>Establishment and development of Pilot Production Business Incubator in Soroca; Maintain and develop existing and new tenants through planned individual support; Monitor and report on activities and provide relevant management information to Board</li> <li>Cooperation with National Incubation network platform within 9 Business Incubators;</li> </ul>

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				<ul style="list-style-type: none"> <li>• Participating in establish and development of Business Incubator in Ceadir Lunga (2013) with different promotion packages for potential entrepreneurs within SMEs</li> <li>• Participating in different level of evaluation committee for business plans, business ideas and pitches in front of evaluation committee</li> <li>• Developed an innovative range of empowerment and leadership programs for SMEs</li> </ul>
01 Sept 2014 – 31 /May 2015	Moldova	UTA Gagauzia Natalia Cajocari <a href="mailto:ncojokar@gmail.com">ncojokar@gmail.com</a>	Business Coach/Trainer	<p><b>“Promoting entrepreneurship in developing rural areas” Project</b></p> <ul style="list-style-type: none"> <li>• Delivering regional workshops for the young entrepreneurs from the rural areas including UTA Gagauzia</li> <li>• Providing individual advice and technical assistance in starting and developing businesses. Assistance in Business plan elaboration.</li> </ul>
01 Nov 2011 – 31 Dec 2016	Moldova	South East European Center for Entrepreneurship Learning (SEECEL)  Efka Heder <a href="mailto:efka.heder@seecel.hr">efka.heder@seecel.hr</a>	Expert on Women Entrepreneurship (WE), Expert for ToT Program WE	<ul style="list-style-type: none"> <li>• Contribution to questionnaires elaboration to determine the needs for trainings</li> <li>• Development Women Entrepreneurs Training Need Analysis System</li> <li>• Facilitator for developing training modules, good practice criteria within 18 participants of 9 Balkans countries</li> <li>• Encourage young men and women in active participation in economic development.</li> </ul>
01 Oct 2011 – 30 October 2016  (Part timer)	Moldova	CEDA - Entrepreneurship Education and Development Center Adela Badan	Trainer and Mentor	<ul style="list-style-type: none"> <li>• Developing ideas Business plans Competitor analysis</li> <li>• Business models Customer trends Staff management</li> <li>• Decision Making</li> </ul>
31/ Jan 2006 – 31 / Mar 2007	Moldova	CNFA Moldova Nadejda Mocanu <a href="mailto:nadejda.mocanu@gmail.com">nadejda.mocanu@gmail.com</a>	Grant Finance Manager	<ul style="list-style-type: none"> <li>• Monitor grant status, revisions, new grant agreements, grant termination, pre-auditing and reporting,</li> <li>• ensure proper supporting documentation for all payments and verify grantee accounting entries,</li> <li>• monitor grant expenditures, research expenditure variances against budgets, ensure timely and accurate submission of quarterly financial reports from grantees liaise with Grants Managers and Procurement</li> </ul>

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				Manager officer to ensure proper charging of expenses and coordinate project operational impact on existing grant budget, adjustment of the Grant Monitoring System database for recordkeeping of grant funds, impact indicators and information for CNFA needs, provide training to grantee accountants on conversion of MD standard accounting forms to US standard reporting forms
01 / Jan 2005 – 30/ Jan 2006	Moldova	Terre des Hommes Moldova Swiss Foundation	Financial – Administrator Officer	<ul style="list-style-type: none"> <li>• prepare financial statements, financial reports, special analyses, and information reports;</li> <li>• develop, implement, interpret, and coordinate the application of finance, accounting responsible for company, financial reports and contracts (submitted to UNICEF, OSCE, DDC, TDH, other donors and fiscal department);</li> <li>• reconsolidating bank and cash accounts (receiving financial reports and controlling the compliance with established procedures and policies)</li> </ul>
02 / Jan 2000 – 31 / Dec 2004	Moldova	NGO Agency for Consulting, Assistance and Implementation – ACAI Inform Iurie Hurmuzachi  iuriehurmuzachi@yahoo.com	Financial Management Specialist	<ul style="list-style-type: none"> <li>• Oversee the implementation and operation of the specific financial aspects of the farm stores;</li> <li>• provide clients with technical assistance and guidance in areas such as revenue and expenditure accounting using IAS methods,</li> <li>• providing technical assistant in grant management, preparing financial reports and taxation system in agriculture;</li> <li>• conduct regularly scheduled seminars and workshops on financial management issues in south area of Moldova including UTA Gagauzia;</li> <li>• consult managers and accountants of a network of 85 farm stores created under the Farm Stores Program, financed by USAID and implemented by American consulting</li> </ul>
01 / Oct 1998 – 31 / Jan 2000	Moldova	Agency for Restructuring Agriculture – ARA, Chisinau	Specialist in debt management and bankruptcy	<ul style="list-style-type: none"> <li>• Development and elaboration of restructuring &amp; liquidation plans for economic agents which are involved in bankruptcy procedure;</li> <li>• Implementation of bankruptcy procedure for agricultural enterprises; training of local specialists to increase professional skills in agricultural reforms.</li> </ul>

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Jan – Oct 1998	Moldova	TACIS Project Support to ARA, Chisinau;	Specialist in debt management and bankruptcy	<ul style="list-style-type: none"> <li>• Development and elaboration of restructuring &amp; liquidation plans for economic agents which are involved in bankruptcy procedure;</li> <li>• Implementation of bankruptcy procedure for agricultural enterprises; training of local specialists to increase professional skills in agricultural reforms.</li> </ul>
Sept 1990 – Dec 1997	Moldova	JSC "Agroindservice",	Head of Accounting and Finance Division	<ul style="list-style-type: none"> <li>• assist in establish and maintain financial records systems within accounting principles; prepare financial statements, financial reports, special analyses, and information reports; develop, implement, interpret, and coordinate the application of finance, accounting;</li> </ul>
Apr 1987 – Sept 1990	Moldova	State Tax Inspection Office, Nisporeni;	Inspector – Auditor and Economist	<ul style="list-style-type: none"> <li>• Participation in controlling and monitoring of proper tax calculation by economic agents;</li> <li>• Advice on incomes and other local taxes.</li> </ul>



## 16. Other Relevant Information (e.g. Publications):

### 16.1: Publications:

- Promoting Women Entrepreneurship in Eastern Europe, Chisinau 2017 ELF
- Bookkeeping for the agriculture sector, Chisinau 2013 Co-author
- Step by Step Guide How to Establish a Regional Business Incubator, Chisinau 2013
- Step by Step Guide How to Establish a Regional Business Incubator, Chisinau 2012
- Taxation for SMEs, guidebook Chisinau 2011
- Taxation for SMEs, guidebook Chisinau 2010
- Taxation for SMEs, guidebook Chisinau 2009
- Taxation for SMEs, guidebook Chisinau 2008
- Taxation System in Agriculture, guidebook Chisinau 2006
- Taxation System in Agriculture, guidebook Chisinau 2003
- Financial Management for Farm Stores Managers and accountants, Chisinau 2002;
- Financial Report in agriculture, Chisinau 2001;
- Bankruptcy (analyses, synopses, comments), Chisinau 2000;
- Public Accounting, Chisinau 1998.

References:		
FULL NAME	FULL ADDRESS, including E-MAIL ADDRESS and TELEPHONE NUMBER	BUSINESS OR OCCUPATION
Ana Mardare State Secretary Ministry of Infrastructure and Regional Development	<a href="mailto:an.mardare@gmail.com">an.mardare@gmail.com</a> +37369216060 Republica Moldova, Chişinău, MD-2012 Piaţa Marii Adunări Naţionale 1	Business / Cooperation
Olesea Fortuna President GEN Moldova	Str. Albisoara, Chisinau, MD 2009 <a href="mailto:oleseafortuna@gmail.com">oleseafortuna@gmail.com</a> +373+373 695 94 544	Business / Cooperation
Galina Ignat Chief of Finance, Personnel and Administration Swiss Cooperation Office SDC	23, Mateevici Str., Block B 2009 Chisinau <a href="mailto:galina.ignat01@gmail.com">galina.ignat01@gmail.com</a> +37369387587	Business / Cooperation