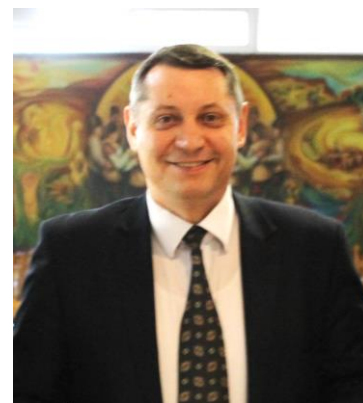


EUROPEAN CURRICULUM VITAE FORMAT



PERSONAL INFORMATION

Name	FALA ANATOLIE
Address	16 Belski str., MD 2049, Chisinau town, Republic of Moldova
Telephone	Tel (home): (00373 22) 104971
GSM	(00373) 69011255, 67590901
E-mail	fala33anatol@yahoo.com / fala33anatol@gmail.com

Nationality **Republic of Moldova**

Date of birth **22/09/1972**

KEY QUALIFICATION

Specialist in agri-business and agri-economy, with 26 years experience in higher education institutions, research institutions and rural extension services. 16 years of experience as a Research, Information and Agro marketing national coordinator in the Rural Extension Services in Moldova. Relevant experience in organizing training in domine of Marketing and sales, Export – import operation and Customs export-import procedures. Various experience in implementation farm surveys and sectors analysis, coordination and implementation of national projects and surveys funded by World Bank, USAID, FAO-UNDP, IFAD, UNICEF and DFID. Expert and practical skills in implementing of farm surveys (Study of Situation of Income and Expenditures for farmers' exploitations), sectors analysis (Field Crops and High Value Production) and agri-marketing (creation of Marketing Information and Early Warning System). National expert to the Expertise Council of the Academy of Sciences of Moldova.

WORK EXPERIENCE

December 2003 - to present

• Name and address of employer

National Agency for Rural Development (ACSA) – Rural Extension Service Network of the Republic of Moldova. Project: Rural Investment and Services Providers and contract with Ministry of Agriculture and Food Industry

98, 31 August 1989, of. 401, MD 2005, Chisinau town, Republic of Moldova, Tel.: +(373 22) 23 53 54, Fax: +(373 22) 23 53 28, E-mail: office@acsa.md, Web. www.acsa.md

• Type of business or sector

Agriculture and rural development, agri-marketing and export – import national and international regulation, customs export-import procedures, technological aspects of field crops, vegetable, horticulture and agricultural diversification.

• Occupation or position held

Deputy Director, Research and Agro marketing National Coordinator ACSA (full time)

• Main activities and responsibilities

Implementation training programs in domine of Marketing and sales, Export – import operation and Customs export-import procedures. Ensures technology transfer in rural area: Modern growing technologies of agricultural cultures. Business creation and development. Farm management. Post-harvesting technologies and Exporting agricultural products. Chef of team of the special guides for farmers on the Business in the rural area.

June 2017 – October 2018

• Name and address of employer

EU Project in the Republic of Moldova "Support to Enforcement of Intellectual Property Rights" (EuropeAid/137467/DH/SER/MD) for AGEPI Archidata Srl Milano, 1 Via Fabio Filzi 27, 20124, Milan, Italy, represented through branch Bucharest, Romania, Ph. +39.02.30464300, Fax +39.02.6700791, Web. www.archidata.it/it/. E-mail: office_ro@archidata.it, Tel. +40 733 978 914 Bucharest, Romania

• Type of business or sector

Implementation of the National assignment on identifying products, connected with specific geographical regions, which do or could benefit from protection of Geographical Indications (GI),

- Occupation or position held
- Main activities and responsibilities

Appellations of Origin (DO), Traditional Specialties Guaranteed (TSG)

Senior Non-Key Expert (SNKE) on Geographical Indication (part time)

Elaboration the Guidelines on identifying the products, connected with specific geographical regions with the purpose of registration of appellations of origin, geographical indications and traditional specialties guaranteed. Provide consultancy, organization and coordination for the sectorial (regional) surveys and publishing the Final Report on the survey and Guide with the results of the identification 67 products and of which 7 will be liable to registration as a GI. Elaboration of documentation - technical specifications and registration of 6 products as a Protected Geographical Indication (PGI) and Protected Designation of Origin (PDO)

September 2016 – April 2017

- Name and address of employer
- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

GFA Consulting Group led consortium, Chisinau, Republic of Moldova. TA for the implementation of the DCFTA Project in Republic of Moldova for Ministry of Economy 180, Stefan cel Mare bd., of.1318, MD 2004, Chisinau town, Republic of Moldova, Tel.: +(373 22) 292 211, Fax: +(373 22) 293 307, E-mail: info@gfa-dcfta.md, Web. www.gfa-dcfta.md

Implementation of the export agriculture and foodstuff sectors analysis and elaboration the Informative brochures

Junior Short Term Expert GFA (part time)

Elaboration the Informative brochures "Export Procedures for Moldovan Agri-food Products on the EU Market" and "The impact after 2 years of implementation of the DCFTA – between EU and Republic of Moldova on the trade with agricultural products". Comprehensive study of the Import - Export of the agricultural products relationships between Republic of Moldova and the 28 EU countries within a DCFTA context.

January 2016 – April 2016

- Name and address of employer
- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

GFA Consulting Group led consortium, Chisinau, Republic of Moldova. TA for the implementation of the DCFTA Project in Republic of Moldova for Ministry of Economy 180, Stefan cel Mare bd., of.1318, MD 2004, Chisinau town, Republic of Moldova, Tel.: +(373 22) 292 211, Fax: +(373 22) 293 307, E-mail: info@gfa-dcfta.md, Web. www.gfa-dcfta.md

Implementation of the BDS sectors analysis and elaboration the Informative brochures

Junior Short Term Expert GFA (part time)

Elaboration the Informative brochure "Directory of Business Development Services involved in the implementation of DCFTA in the Republic of Moldova". Comprehensive study, matrix and publication of the 22 BDS state organizations/agencies, civil society organizations and business associations.

January 2014 – May 2018

- Name and address of employer
- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

AO Centrul Regional de Consultanta in Business and Organization for the Development of Small and Medium Enterprises (ODIMM)

13/2 bd. Mircea cel Batrin, Chisinau town, Republic of Moldova

Trainings and practical consultation for Moldavian SME beneficiaries of the ODIMM

National Consultant – Trainer in Marketing and sales and Customs export-import procedures

Elaboration of the training and support materials and provision of training services on the topic "Marketing and sales", "Implementation of the Association Agreement and DCFTA - customs export-import procedures" for the beneficiaries of the "Remittance program in the economy PARE 1 + 1" representatives of the Moldavian SME.

May 2015 – June 2015

- Name and address of employer
- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

FAO National Representative Office in Republic of Moldova, Chisinau. Project: GCP/MOL/004/HUN

162, Stefan cel Mare bd., of.201, MD 2004, Chisinau town, Republic of Moldova

Assessment of the irrigation technologies and practices applied by Moldovan farmers

National Consultant on irrigation technologies and practices (part time)

Detailed analysis of the general condition, constraints, problems and perspectives related to small-scale irrigation applied by the farmers from the Central and Southern regions of the Republic of Moldova. Overview of the local market for sprinkler and drip irrigation systems and outline of the irrigation practices and technologies used by moldavian farmers.

December 2011 – October 2014

- Name and address of employer

„Adverse Weather Adaptation Advisory Service (AWAAS)" Component within Disaster and

Climate Risk Management Project financed by the World Bank Ministry of Agriculture and Food Production and National Agency for Rural Development (ACSA), Chisinau, Republic of Moldova
98, 31 August 1989, of. 401, MD 2005, Chisinau town, Republic of Moldova, Tel.: +(373 22) 23 53 54, Fax: +(373 22) 23 53 28, E-mail: office@acsa.md, Web. www.acsa.md

- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

Adverse Weather Adaptation Advisory Service
Project Coordinator (part time)

Creating and post-creation assistants for 53 financing and establishment of the 53 multifunctional demonstration plots for promotion measures of prevention and mitigation of hazardous climate effects. Organizing training program for 53 project beneficiaries and 35 Regional's ACSA Consultants. Elaborated 8 operational investment models.

May 2008 - September 2009

- Name and address of employer

"Increasing quantity and quality of agricultural products for export at farm level" (ADP/CNFA – USAID). ACSA and Agribusiness Development Project (ADP-CNFA), Chisinau, Moldova

98, 31 August 1989, of. 401, MD 2005, Chisinau town, Republic of Moldova, Tel.: +(373 22) 23 53 54, Fax: +(373 22) 23 53 28, E-mail: office@acsa.md, Web. www.acsa.md

- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

Farm surveys - Technologies of the High Value Production in vegetables and berry's sectors
Coordinator of farm surveys - Technologies of the High Value Production () (part time)

Studies on the statement of investment, expenditure and income of 100 project beneficiaries exploitations for vegetables and berry production. Interview farmer's exploitations, processing primary information data and development of investment models by sectors and agro technical measures. Creating and post-creation assistants for 100 demonstration plots of green houses and open field vegetables and utilization drip irrigation.

September 2008 - September 2009

- Name and address of employer

National Agency for Rural Development (ACSA) and United Program CPM Compact in Moldova
"The transition to agriculture performing " (United Program CPM Compact in Moldova)

Study on the views of farmers on irrigation and agriculture with high value

- Type of business or sector
- Occupation or position held

Expert-consultant in the High Value Production (part time)

- Main activities and responsibilities

Farm Survey include 50 more farms irrigating in areas from lakes and ponds and 50 medium and large farms over 10 hectares. Full survey for the 26 irrigation systems of Apele Moldova Agency. Study of Situation of Income and Expenditures for Agricultural Operations for the 1500 farmers exploitations in the area of the 16 final irrigation systems Apele Moldova.

October 2008 – December 2009

- Name and address of employer

Abt Associates Inc. Representative Office in Moldova

- Type of business or sector
- Occupation or position held

2/2, Teatră str., Chisinau, Republic of Moldova
Agricultural Policy Project in Republic of Moldova

National Expert in Agro marketing and agricultural value chains (part time)

- Main activities and responsibilities

Value chain analysis for winter wheat. Analysis of value chain for sunflower. Value chain analysis for the tomato. Development of the Marketing Information System for National Agency for Rural Development (ACSA) and Ministry of Agriculture and Food Industry.

Annual studies 2003, 2006, 2008, 2010, 2013, 2014, 2015 and 2016

- Name and address of employer

National Agency for Rural Development (ACSA), Rural Investment and Services Providers and Rural Extension Service Network in contract with Ministry of Agriculture and Food Industry

98, 31 August 1989, of. 401, MD 2005, Chisinau town, Republic of Moldova, Tel.: +(373 22) 23 53 54, Fax: +(373 22) 23 53 28, E-mail: office@acsa.md, Web. www.acsa.md

- Type of business or sector
- Occupation or position held

Farm Income Analysis Handbook in 2003, 2006 and 2008, 2010, 2013, 2014, 2015 and 2016

- Main activities and responsibilities

Team Manager survey and sectors analysis (part time)

Studies on the statement of expenditure and income of agricultural farmer's exploitations for 20 sectors of production for North, Center and South agriculture zones of Moldova. Sectors analysis for open field cultures: wheat, corn, sunflower, barley, beans, soybeans, potato, tomato, cabbage, onions, sweet pepper, cucumbers, watermelon, apple, plum, table and techniques grapes. 4000 interview farmer's and processing primary information data.

September 2003 - December 2003

- Name and address of employer
- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

National Agency for Rural Development (ACSA) and Cultivating New Frontiers in Agriculture (CNFA), CNFA's Agribusiness Development Project (ADP) in Moldova

98, 31 August 1989, of. 401, MD 2005, Chisinau town, Republic of Moldova, Tel.: +(373 22) 23 53 54, Fax: +(373 22) 23 53 28, E-mail: office@acsa.md, Web. www.acsa.md

Information and training program for agricultural producers – clients of farm stores

Project coordinator(part time)

Training and information program for 850 rural farmers– clients of farm stores in the field: technologies agriculture for crops growing, imposts and taxis in agriculture, pests and diseases plant protection, land law, livestock production

April 2003 – August 2003

- Name and address of employer
- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

Agricultural Superior Institute Lille ISA (France) and Association of Agricultural Development d'Opale (Pays Boulogne, Nord Pas de Calais région – France)

48 boulevard Vauban, 59046 Lille Cedex – France, Ph : 00 33(3) 28 38 46 40 / 48 23, Fax : 00 33(3) 28 38 48 47, Email : international@isa-lille.fr

Preparation and promotion of regional projects in the creation and development of value chains and associative forms of farmers cooperation (France)

Integrator and facilitator (practical experience in the master studies) (full time)

Preparation and promotion of regional projects:

- Proposals for creation of a collective sale center in Boulogne region.
- Creation of a producers group for supplying school canteens in Boulogne.
- Consumption and communication educational program referring to local agricultural products in Boulogne.
- Promotion and development support of the future project „Wheat for Bread – bread production made of local wheat”.

November 1994 – August 1998

- Name and address of employer
- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

Department of plant breeding and genetics. State Agricultural University of Moldova.

44, Mircesti, str., MD 2049, Chisinau town, Republic of Moldova, Web. www.uasm.md

"Creation of varieties and hybrids of drought resistant crops", funded by MAFI

Researcher - candidate for PhD, inferior scientific assistant (full time)

Creation of high productive and drought resistant soybean varieties. Development of a soybean variety (Glia) approved in Moldova. The study of heredity and variability of soybean specimens from the genes collection and identification the 82 drought resistant forms.

EDUCATION

September 2002 - October 2003

- Name and type of organization providing education and training
- Principal subjects/occupational skills covered
- Title of qualification awarded
- Level in national classification

Agricultural Superior Institute Lille (France) and University of Agronomical Sciences and Veterinary Medicine Iasi (Romania)

Agribusiness, Agriculture and Rural Development

Master of Science in Agriculture and Rural Development

ISCED level 7

December 1994 – May 1998

- Name and type of organization providing education and training
- Principal subjects/occupational skills covered
- Title of qualification awarded
- Level in national classification

State Agricultural University of Moldova and Institute of Genetics and Plant Physiology of the Academy of Sciences of Republic of Moldova. Chisinau

Plant breeding and genetics of the field crops

PhD in biological science, specialization – Genetics

ISCED level 8

September 1989 - June 1994

- Name and type of organization providing education and training
- Principal subjects/occupational skills covered

State Agricultural University of Moldova, Chisinau, Republic of Moldova

Plant breeding and genetics. Technological of growing the field crops, vegetable, horticulture and viticulture. Economy and accounting in agricultural exploitations.

- Title of qualification awarded Bachelor - Agronomist: plant breeding and genetics
- Level in national classification ISCED level 6

September 1987 - June 1989

- Name and type of organization providing education and training Glodeni town Secondary School Nb. 1, Republic of Moldova
- Principal subjects/occupational skills covered Secondary School
- Title of qualification awarded Secondary School
- Level in national classification ISCED level 4

September 1979 - June 1987

- Name and type of organization providing education and training Butesti Primary School, district Glodeni, Republic of Moldova
- Principal subjects/occupational skills covered Primary School
- Title of qualification awarded Primary School
- Level in national classification ISCED level 3

TRAINING

20 August – 06 September 2012	
• Name and type of organization providing education and training	Pomeranian Centre for Agricultural consulting in Gdansk (Staroe Pole, Poland)
• Principal subjects/occupational skills covered	Training Program for local authorities in Moldova to effective absorption of EU funds

10-13 October 2011	
• Name and type of organization providing education and training	UN European Economic Commission and National Institute of Standardization of RM (Chisinau, Moldova)
• Principal subjects/occupational skills covered	Training program Implementation of the international standards and technical regulations for fresh and dried fruit and vegetables

20-22 June 2011	
• Name and type of organization providing education and training	Food and Agriculture Organization (Istanbul, Turkey)
• Principal subjects/occupational skills covered	Regional policy consultation on high food prices for Europe and Central Asia Region

10-13 may 2011	
• Name and type of organization providing education and training	Food and Agriculture Organization (Kiev, Ucraina)
• Principal subjects/occupational skills covered	Regional Workshop: Promoting market-oriented agricultural extension in the CIS countries

06-19 April 2008	
• Name and type of organization providing education and training	USDA / COCHRAN Fellowship Program, (Raleigh, North Carolina, USA)
• Principal subjects/occupational skills covered	Training Program: Fruit and Vegetable Marketing

24 – 31 August 2006	
• Name and type of organization providing education and training	Latvijas Consulting Center, Ozolnieki, Latvian Republic

• Principal subjects/occupational skills covered	Training Program: Organization and development demo plots in agriculture sector and rural area
--	--

07-22 May 2006	
• Name and type of organization providing education and training	CINADCO - Training Centre in Kibbutz Shefaym, Izrael
• Principal subjects/occupational skills covered	Training Program: „Marketing of fresh fruits and vegetables”

26.09.2005 – 23.09.2006	
• Name and type of organization providing education and training	AILOG white ICE – Italian Institute for Foreign Trade and Academy of Economic Studies of Moldova , Chisinau
• Principal subjects/occupational skills covered	Training program: „Logistics and Supply Chain Management”

18-25 September 2005	
• Name and type of organization providing education and training	Institute of Tropics and Subtropics, Czech University of Agriculture Prague (Prague, Czech Republic)
• Principal subjects/occupational skills covered	Training program: „Improving Qualifications of ACSA Advisors through Training in Environmental Topics”

May-August 2003	
• Name and type of organization providing education and training	Agricultural Superior Institute Lille (France), French-Romanian Agro-food and Agricultural Development Superior Institute Iasi (Romania), and Association of Agricultural Development d'Opale (Pays Boulogne, Marquise, Nord Pas de Calais region– France).
• Principal subjects/occupational skills covered	Training in the field: Agricultural products supply study in Boulonnais region (France) and development of strategies of agricultural diversification.

October-November 2001	
• Name and type of organization providing education and training	State Agricultural University of Moldova and Wolverhampton University, United Kingdom
• Principal subjects/occupational skills covered	Training courses for animator trainers

September, 2001 – June, 2002	
• Name and type of organization providing education and training	State Agricultural University of Moldova (Chisinau, Republic of Moldova)
• Principal subjects/occupational skills covered	Training courses in psychology and pedagogy

February – March, 2001	
• Name and type of organization providing education and training	University of Agronomical Sciences and Veterinary Medicine Bucharest, Romania and the Institute of Field Crops Fudulea, Romania
• Principal subjects/occupational skills covered	Teaching-scientific internship at improvement, genetics and plant protection department.

PERSONAL SKILLS AND COMPETENCES

*Acquired in the course of life and career
but not necessarily covered by formal
certificates and diplomas.*

MOTHER TONGUE

ROMANIAN

OTHER LANGUAGES

	English
• Reading skills	good
• Writing skills	basic
• Verbal skills	good
	French
• Reading skills	excellent
• Writing skills	good
• Verbal skills	good
	Russian
• Reading skills	excellent
• Writing skills	good
• Verbal skills	excellent
	Ukrainian
• Reading skills	good
• Writing skills	good
• Verbal skills	good

**SOCIAL SKILLS
AND COMPETENCES**

Animator of different work meetings, program preparation in the field of human resources, situations management.

**ORGANISATIONAL SKILLS
AND COMPETENCES**

Coordination and administration of people, projects and budgets; at work, in voluntary work (for example culture and sports) and at home, etc.

Relevant experience in coordinating and implementing 11 national projects with budgets between 15,000 USD and 1,76 million USD.

Research – agri-business, agri-economy and strategy development of agricultural diversification.

Education – agri-business and strategies of agricultural exploitations management.

Development and extension – agri-business, agri-economy and strategic marketing, quality and human resources management, undertaking strategies.

**TECHNICAL SKILLS
AND COMPETENCES**

Excellent use of PC programs: Microsoft Word (all versions), Microsoft Excel, Microsoft Power Point, Internet Explorer, Microsoft Access, Microsoft Tools.

**ARTISTIC SKILLS
AND COMPETENCES**

Music, writing, design, etc.

Chef of team for elaboration practical guides, books and training material, for National Extension Service of Republic of Moldova, with a 14-year experience, and publishing over 200 different publications. I love listening to classical music.

**OTHER SKILLS
AND COMPETENCES**

Competences not mentioned above.

Team work capacity – it is an advantageous tool to develop and promote different projects, in many cases i demonstrate individual work abilities as well.

DRIVING LICENCE(S)

B category

Book

1. Fala Anatolie. 2018. "The results of the study identifying products, beverages, meals and handcrafts eligible for registration as a Geographical Indications (PGI), Designations of Origin (PDO) and Traditional Specialties Guaranteed (TSG) in the Republic of Moldova". Chisinau: Support to Enforcement of the Intellectual Property Rights Project. EuropeAid/137467/DH/SER/MD. Project funded by EU.
2. Fala Anatolie. 2017. "*Practical Guide for identification of the products, beverages, meals and handcrafts perspective for registration of Geographical Indications (PGI), Designations of Origin (PDO) and Traditional Specialties Guaranteed (TSG) in the Republic of Moldova*". Chisinau: Support to Enforcement of the Intellectual Property Rights Project. EuropeAid/137467/DH/SER/MD. Project funded by EU
3. Fala Anatolie. 2018. "*The impact after 2 years of implementation of the DCFTA – between EU and Republic of Moldova on the trade with agricultural products*". Chisinau: TA DCFTA Project funded by EU.
4. Fala Anatolie. 2017. "*Export Procedures for Moldovan Agri-food Products on the EU Market*". Chisinau: TA DCFTA Project funded by EU.
5. Fala Anatolie. 2016. "*Directory of Business Development Services involved in the implementation of DCFTA in the Republic of Moldova*". Chisinau: TA DCFTA Project funded by EU.
6. Fala Anatolie. 2016. "*Marketing of fruit, vegetables, berries and table grapes*". Chisinau: ACSA, Rural Extension Services Contract with MARDE.
7. Fala Anatolie. *Guidelines for small-scale irrigation*. Chisinau 2006: Increasing Food Production Project 2KR
8. Fala Anatolie. 2001. *The study of heredity characters in soybean*. Chisinau: State Agricultural University of Moldova

Book with multiple authors

1. Fala Anatolie and Asia Timus. *Pest and disease control in vegetable sector*. 2011. Chisinau: National Agency for Rural Development (ACSA)
2. Anatolie Fala and Gheorghe Cainarean, Gheorghe Jugau, Asia Timus and other. *Sustainable Land Management Disaster Risk Management and Climate effects phenomena in Agriculture*. 2015. Chisinau: National Agency for Rural Development (ACSA) and Moldova Agriculture Competitiveness Project (MAC-P).
3. Anatolie Fala and Alexandru Oprea, Vitalie Mutaf, Ilie Boian and other. *Disaster Risk Management and Climate effects phenomena in Agriculture*. 2014. Chisinau: National Agency for Rural Development (ACSA) and Disaster and Climate Risks Management Project in Moldova.
4. Mihail Vronschi, Gheorghe Cainarean, Dumitru Galupa, Ilie Gherciuc, Nicolae Sivreenco, Alexandru Omeliciuc and Anatolie Fala. *Measures of drought adaptations*. 2009. Chisinau: National Agency for Rural Development (ACSA)
5. Conovali Vladimir and Fala Anatolie. *Business in vegetable growing in the protected field*. 2008 and 2012. Chisinau: National Agency for Rural Development (ACSA)
6. Satendra Singh, Vasile Buza, Pintilie Pârvan, Ilie Boian, Valerian Cerbari, Victor Bujac and Anatolie Fala. *Disaster Risk Management in Republic of Moldova*. 2008. Chisinau: FAO-ACSA
7. Conovali Vladimir and Fala Anatolie. *Marketing vegetables and berries delivered fresh*. Chisinau: ACSA-ADP-CNFA 2009
8. Conovali Vladimir and Fala Anatolie. *Business in berry growing technologies*. Chisinau: ACSA-ADP-CNFA 2009

Chef of team for elaboration, agro economical and investments analysis for publication:

9. "*Business in fruit growing*". 2004 and 2010. Chisinau: ACSA
10. "*Business in vegetable growing*". 2004 and 2006. Chisinau: ACSA
11. "*Business in vegetable in protected field*". 2008 and 2012. Chisinau: ACSA