

OLGA MELNICIUC

Chisinau, Moldova | +373-692-46464

<https://olgamelniciuc.com> | olga.melniciuc@yahoo.com | <https://www.linkedin.com/in/olgamelniciuc/>

WORK EXPERIENCE

Startup Moldova Foundation; Moldova

2024 to present

Chief Executive Officer

- Working closely with the board, informing, assessing, and addressing issues that affect SMF
- Participating in the development of the long-term strategy and value proposition of the organization, including by providing relevant analysis (internal and external) to the board
- Overseeing the daily operations of the organization, providing executive direction of all program strategy, fundraising, compliance, quality assurance, and program efficiency while ensuring the organization's financial sustainability
- Attracting funding, including traditional fundraising and donor engagement, contribute to the writing and securing of grants from foundations, pursuing corporate sponsorship, public partnership, social enterprise models, special events, etc.

Investitii.MD; Moldova

2019 to 2024

Managing Director

- Provided investment attraction consultant for 2000+ and investment management services helping start-ups and MSMEs to attract 500+ million MDL in non-dilutive, debt and dilutive equity funding.
- Mentored and coached local start-ups on revenue modelling, financial management and fundraising. Active mentor, trainer in start-up accelerators (XY, Dreamups) and investor in 5 start-ups.
- Co-founded Business Angels Moldova: a network of private investors from Moldova, facilitated matchmaking between investors and start-ups.
- Trained 3000+ entrepreneurs on corporate financial management and investments opportunities in cooperation with EBRD, MAIB and OTP Bank.
- Designed and implemented "Bani la Feminin" project, creating a community of 900 women, 250 teachers, 80 pupils, 35 day-care educators and 30 Ukrainian refugees equipped with relevant financial skills and tools.
- Provided programmatic support on economic empowerment resulted in 500K+ USD in CSO funding. Fundraised 250K+ USD for the UN Women.
- Published a comprehensive Guide on Start-ups and SMEs development and access to financial resources available online and in printed version.
- Provided strategic consulting services to: Ministry of Economy and Digital Transformation, Organization for Entrepreneurship Development, European Bank for Reconstruction and Development, Association of Women in Business, Chemonics, etc.

Government of Moldova | European Bank for Reconstruction and Development

2014 to 2018

Economic Consultant to the Prime Minister's Economic Council

- Drafted legal and normative acts focused reducing red tape and compliance costs for local businesses; economic benefit estimated at 5 million USD savings for local businesses per year.
- Improved labour immigration policy by reducing the number of procedures by 70% and time spent by employers and foreign workers on getting work permits by 30%; economic benefit estimated at 1.4 million USD savings for local businesses per year.
- Organized 90+ working debates and improved 30+ legislative and normative acts increasing public-private dialogue in fiscal compliance and investment attraction.

Association of Women Entrepreneurs (AFAM); Moldova

2015 to 2017

President, Co-founder

- Developed AFAM strategic and tactical operations increasing the number of members by 11x and boosting member's retention by 5x.
- Organized over 250 events at local and regional level building capacities in business management and networking skills of over 800 women entrepreneurs.

UNDP/UN Women; Moldova

2013 to 2014

National Consultant for Local Economic Development at Joint Integrated Local Development Project (JILD)

- Helped launch 38 rural businesses by training and advising men and women starting a business and granting up to 5,000 USD/each. 71% - women-led businesses. 130 workplaces created. Organized a fair for 13 newly created companies, which resulted in sales growth by 20%.
- Supported creation of rural childcare facilities resulting in care for 42 children, new jobs for 32 women, 3 people with

special needs, 3 immigrants.

Organization for Entrepreneurship Development (ODA); Moldova

2007 to 2011

Head of Planning, Coordination and Monitoring Department

- Fundraised over 2 million USD to support small business development by developing 30+ national and local initiatives financed by the state and donor institutions.
- Developed various SMEs support projects creating more than 2000 new jobs with 40% female hires.

EDUCATION

Venture Capital Fellowship Included VC, United Kingdom	2023
Humphrey Fellowship, Fulbright Program Boston University, Questrom School of Business, USA	2019
Master of Business Administration Academy of Economic Studies of Moldova, Moldova	2010
Bachelor of Economics in International Economic Relations Independent International University of Moldova, Moldova	2004

PROFESSIONAL TRAININGS AND CERTIFICATION

Certified Project Management Professional (PMP) Project Management Institute, USA	2019
Certificate in Project Management; Boston, MA, USA Boston University Metropolitan College	2019
Certificate in Mini MBA for Tech Executives; Boston, MA, USA Executive Leadership Centre, Boston University, Questrom School of Business	2018
Austrian Leadership Program for Decision-Makers; Austria Austrian Ministry of Foreign Affairs	2016
Open World Program (Economic Development); USA Open World Leadership Centre, US Congress	2011
Aspen Young Leaders Program; Romania Aspen Institute Romania	2011
Exchange Program for professionals in SMEs development; Japan Japan International Cooperation Agency	2008
Certificate in European Studies; Serbia University of Novi Sad	2007

AWARDS

Hubert. H. Humphrey Scholarship (Fulbright) US Department of State	2018
Award for Best Project of the Year Offered by the Ministry of Youth and Sports of Moldova	2013
Award for activism and achievements in promotion of gender equality in Moldova Offered by the US Embassy in Moldova	2012
European Studies Scholarship Offered by Central European Initiative	2007

ADDITIONAL INFORMATION

Computer skills: MS Office, ProjectLibre, Microsoft Project, Notion, Slack, Canva

Membership: Association of Women Entrepreneurs Moldova, Association of Small Enterprises Moldova

Language: Proficiency in speaking, reading, and writing Romanian, Russian and English

Interests: start-ups and VC and business angel investment, scuba diving with 250+ dives done, vipassana meditator, cross-continental swimmer - Bosphorus'22.