



# DORINA CIOBANU

PROJECT MANAGER & BUSINESS CONSULTANT

## PROFILE

Highly motivated and results-oriented development professional with over 14 years of experience in project management, business development, and stakeholder engagement, specializing in SME support, startups, digitalization, green economy initiatives, and capacity building. Proven ability to lead and manage projects, coordinate teams, and build strong relationships with partners in the public, private, and non-profit sectors. Expertise in developing and implementing support mechanisms, fostering innovation, and promoting sustainable development. Worked with more than 500 companies, NGOs, social responsible companies and wrote fundraising projects worth up to 100 million euros.

Fluent in Romanian, English, Russian, Spanish.

## EDUCATION

### West University of Timisoara ♦ Timisoara, Romania

Bachelor of Business Administration, emphasis in Marketing (2006 - 2009)

### The Moldova State University ♦ Chisinau, Moldova

Bachelor in Law & Jurisprudence (2007-2013)

## CURRENT ROLE

### CEO, GLIA Impact Hub | May 2024 – Present

- Led the development and launch of GLIA Impact Hub, the first hub for women entrepreneurs in the Republic of Moldova.
- Developed and implemented the first pre-accelerator program for women in business in Moldova.
- Designed and delivered training courses on digital skills for women.
- Organized community events for women entrepreneurs and students.

### National Consultant, UNDP Moldova

#### Green Transition Project | Jan 2025 – Present

- Support with Green Innovations Non-cash Support Mechanism development and coordination
- Develop the Framework-Regulation of the non-cash support mechanism.

## CAREER SUMMARY

### Business Development Officer, Ad Trade Project, UNDP | February 2023 – May 2024

- Worked with the business sector on both banks of the Nistru River to foster economic development and cooperation, highlighting experience in cross-border collaboration and private sector engagement.
- Provided support to MSMEs, including facilitating access to resources and training, aligning with the ToR's focus on SME support.
- Coordinated business associations from both banks to promote dialogue and collaboration, demonstrating strong stakeholder engagement skills.
- Facilitated the equipping and training of 50 MSMEs, demonstrating experience in delivering tangible results.
- Contributed to project development, monitoring and evaluation, reporting, and partner coordination.

### Business Expert on Institutional Strengthening and Capacity building "Rural SME Policy Support Window" (EuropeAid Project) | January 2021 to December 2023

- Support ODIMM in reorganization and enhance ODIMM's staff abilities to implement, monitor and evaluate their projects,
- Strengthening the capacity of ODIMM to enhance its programme's delivery mechanisms.

### Project Manager

#### "Fast Push Transparency" (EU Project) | Aug. 2020 - June 2022

- Elaboration of Local Economical Strategies of 5 Town Halls from Leova District
- Elaboration of monthly, quarterly Reports, Interim and Final Report

### Business Consultant and Co-founder

#### NIKA Generation NGO | June 2015 to present

- Consultancy, coaching, business planning, strategic planning, and feasibility studies. (over 115 companies)
- Managed and implemented SME Digitalization Program, mentoring 190 SMEs on business funding and organizing an acceleration program.
- Served as Project Manager and Local Expert on EU-funded "Fast Push Transparency" project, developing local economic strategies for 5 town halls, demonstrating experience in working with public agencies and local development.

# DORINA CIOBANU

PROJECT MANAGER & BUSINESS CONSULTANT

## TRAINING AND CERTIFICATIONS

- Fundamentals of Entrepreneurial Finance, MIT (online) - June 2022 – September 2022
- Identifying Best Practices regarding Business Sector Experience Exchange, Ministry of Economy, Warsaw, Poland - March 2016 – April 2016
- Business Development Training, Kunming University, China - June 2015 – July 2015
- Traineeship on Business Development, Trondelag Region, Norway - April 2015 – May 2015

## REFERENCES

### **Stella Jemna**

Country Representative for Moldova  
Ukraine-Moldova American  
Enterprise Fund (UMAEF)  
Mobile: +373 68 558 358  
E-mail: [sjemna@umaef.org](mailto:sjemna@umaef.org)

### **Carolina Bugaian**

CEO Moldcell Moldova  
Mobile: +373 79400004

### **Iulian Groza**

Executive Director  
Institute for European Policies and Reforms (IPRE)  
Mobile: +373 79551177  
E-mail: [iulian.groza@ipre.md](mailto:iulian.groza@ipre.md)

### **Martin Sieg**

Head of Foreign Offices  
Konrad Adenauer Stiftung in Romania and Moldova  
E-mail: [hans.martin.sieg@gmail.com](mailto:hans.martin.sieg@gmail.com)

## HOW TO REACH ME

Mobile: +373 69163443  
Email: [dor.ciobanu@gmail.com](mailto:dor.ciobanu@gmail.com)

## CAREER SUMMARY

**Co-founder, Gradient Consulting LTD | May 2018 – January 2023**

- Provided consulting services to Moldovan businesses, including coaching, business planning, and feasibility studies, demonstrating expertise in SME support and business development.
- Assisted Local Public Authorities in fundraising EU funds based on their economic strategies, highlighting experience in working with public agencies and securing funding.

**Consultant, Business Consulting Institute | December 2016 – May 2017**

- "Promoting and Protecting Women Migrant Workers' labor and human rights" UN Women Project:
- Developed policy recommendations on empowering women migrants, showcasing experience in policy analysis and gender equality.

**Fundraiser and Project Manager, Institute for European Policies and Reforms**

Sept 2015 - Nov 2018

- Managing "Together with Civil Society against Corruption" Project financed by the Federal Republic of Germany.
- Business Environment & Local Taxes Expert on „Public Hearings for Chisinau" Project

**Access to Finance Coordinator, Organization for Small and Medium Enterprises Sector Development | Sept 2010 - Sept 2015**

- Elaboration of the business model for "PARE 1+1", according to the Government Decision
- Coordination of the Programme on attracting remittances into economy "PARE 1+1"
- Over 1000 companies consulted, financed, post-monitored
- Promoting the Program in the rural areas;
- Supervision and monitoring of the entrepreneur's post-finance activity, ensuring that all the funds are invested according to the destination and terms stipulated in the contract