

Eugeniu Graur

18 MAY 1982

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Education

State University "Alecu Russo" from Balti, Moldova, Economy Department
MA in Commercial Business Administration (government scholarship) 2010 - 2012

State University "Alecu Russo" from Balti, Moldova, Economy Department
BA in Business Administration 1999 - 2003

Professional Experience (employed)

ECO INOVATIVA S.R.L.

May 2014 – up to now

Owner & CEO

Responsibilities:

Investment and portfolio management; HR Management; Planning and Operations Management; Finance Management; Marketing and Customer Relations;

Accomplishments:

October, 2022 - received a 200.000MDL grant from the Organization for Entrepreneurship Development (ODA) for greening the business: purchase a production line to produce pellets from wooden waste and other materials.

March, 2018 - received a €5.000 grant from People in Need for business development: purchase a pelletizer to produce feed pellets for animals, fish and birds.

NGO "CERTITUDE"

November 2001 – up to now

Founder and Executive Director

Responsibilities:

- Coordinating a group of 5 founding members to create a charter mission, and objectives for a youth Nongovernmental Organization to provide social and professional training, information, and activities to youth;
- Developing project proposals, identifying funding sources, managing projects;
- Supervising staff and volunteers working on daily operations and long-term planning for sustainability and need based programming.
- Networking with local, national, and international stakeholders;
- Developing and identifying experts to facilitate seminars, workshops, conferences and trainings on topics such as: democracy, civil society, human rights, gender, business development, business planning, tax regulations etc.

Accomplishments:

Developed and coordinating the "**Civic Empowerment of Rural Youth**" Project aimed to empower youth from 5 villages with knowledge and skills for civic engagement (\$ 26,300) funded by National Endowment for Democracy (May 2017 – April, 2018)

Developed and coordinating the "**Be Entrepreneur**" Project aimed to empower young entrepreneurs from Northern Development Region with knowledge and skills (MDL 182,675) funded by Ministry of Youth and Sports (April – December, 2017)

Developed and coordinating the "**Civic Empowerment of Rural Youth**" Project aimed to empower youth from 5 villages with knowledge and skills for civic engagement (\$ 28,450) funded by National Endowment for Democracy (May 2016 – April, 2017)

Developed and coordinating the "**Entrepreneurial Empowerment of Youth from the Northern Development Region for self-employment and job creation**" Project aimed to empower young entrepreneurs from Northern Development Region with knowledge and skills (MDL 159,047) funded by Ministry of Youth and Sports (March – December, 2016)

Developed and coordinating the "**Civic Empowerment of Rural Youth**" Project aimed to empower youth from 5 villages with knowledge and skills for civic engagement (\$ 20,335) funded by National Endowment for Democracy (May 2015 – April, 2016)

Developed and coordinating the "**Inspire, Empower, Engage Youth in Community Development**" Project aimed to empower youth from city of Balti with knowledge and skills for civic engagement (MDL 1.232.070) funded by U.S.A.I.D. through FHI 360 (August 2014 – March, 2018)

Developed and coordinating the "**Civic Empowerment of Rural Youth**" Project aimed to empower youth from 5 villages with knowledge and skills for civic engagement (\$ 19,771) funded by National Endowment for Democracy (August 2013 – July, 2014)

Developed and coordinating the "**Civic Empowerment of Rural Youth**" Project aimed to empower youth from 5 villages with knowledge and skills for civic engagement (\$ 19,771) funded by National Endowment for Democracy (August 2013 – July, 2014)

Developed and coordinating the "**Customer has priority**" Project aimed to promote food security in the northern region of Moldova (~€ 25.000) funded by East Europe Foundation (May 2014 – December, 2015)

Developed and coordinating the "**Promotion of Youth Civic Activism**" Project aimed to empower youth from city of Balti with knowledge and skills for civic engagement (MDL 93,180) funded by Ministry of Youth and Sports (May – December, 2014)

Developed and coordinating the "**ProEcoOffice**" Project aimed to empower youth from city of Balti with knowledge and skills for civic engagement (EUR 6.500) funded by Regional Environmental Center (May – December, 2014)

Developed and coordinating the "**EcoPaper**" Project aimed to raise awareness of offices from Balti city about sustainable office paper consumption (\$ 2,998) funded by US Embassy in Moldova (April – May, 2013)

Developed and coordinating the "**Civic Empowerment of Rural Youth**" Project aimed to empower youth from 5 villages with knowledge and skills for civic engagement (\$ 19,771) funded by National Endowment for Democracy (August 2013 – July, 2014)

Developed and coordinating the "**YouthBank Balti**" Project aimed to promote civic engagement and participation of youth from Balti in community development (USD ~\$50,000) funded by East Europe Foundation (July 2013 – December, 2016)

Developed and coordinating the "**Through Civic Empowerment of Youth – towards Participative Communities**" Project aimed to empower rural youth with knowledge and skills for civic engagement (MDL 227,684) funded by FHI 360 (August 2012 – June 2013)

Developed and coordinating the "**Social Entrepreneurship for Rural Youth**" Project aimed to empower rural youth with knowledge and skills to launch and run social enterprises (€12.932) funded by the Embassy of the Netherlands (August 2012 – July 2013)

Implemented the "**Strategy Planning – Development Priority**" project with support from National Youth Council from Moldova (MDL 9,925), consisting of developing the strategic plan of the organization for 2012 – 2015 (July – September, 2012)

Developed and coordinating the "**PARTICIP**" Project aimed to empower rural youth with knowledge and skills for civic engagement (MDL 68,324) funded by Ministry of Youth and Sports from Moldova (June – December 2012)

Developed and coordinating the **“Promoting Rural Youth Civic Engagement”** Project (\$19,857) funded by the U.S. Embassy in Moldova (June 2012 – May 2013)

Developed and coordinated the **“Through Volunteer Participation of Young People from Rural Areas – towards a Sustainable Community”** Project (\$13,673) funded by East Europe Foundation from Moldova (November 2011 – June 2012)

Piloted the **“Community Score Card”** methodology (MDL 28,720) with support from FHI 360 (April – May 2011)

Developed and coordinated the **“I can – We Can! Rural Youth Empowerment”** Project (\$10,000) funded by Academy for Educational Development through the Inspiration Program (March – October 2011)

Developed and coordinating the **“HIV AWARE! Be empowered – Act Positively”** Project (\$48,000) http://foundation.staying-alive.org/en/grants/winners/december_2010 funded by MTV Staying Alive Foundation (December 2010 – December 2014)

Developed and coordinated the project **“Walnut Trees – Ensure a Healthy and Prosperous Rural Community in Moldova”** (\$1,000) (<http://europeanfund.350.org/projects/walnutree>) launched during the 350 Climate Campaign (www.350.org) and funded under the European Climate Project Fund by the **Global Green Grants Fund**. (August – 10/10/10)

Developed and coordinated the project **“Be Empowered – Change Your Community”** financed by **MATRA KAP Program (€12.290)** of the **Netherlands Embassy from Kyiv, Ukraine** with aimed to support rural development through youth participation (August 2010 – July 2011)

Served as **Global Youth Service Day 2010 Regional Lead Agency for Western Europe**, appointed by Youth Service America (\$5,000) and coordinated the implementation of about 250 small service learning projects in 18 European countries, which mobilized around 30.000 youth volunteers across Europe in Service Learning Projects (January 2010 – July 2010)

Developed and Coordinated the project **“Walnut Tree – an Environmental Solution to Poverty Alleviation in Rural Areas”** financed by **Disney’s Friends for Change Program (\$500)**, mobilizing more than 60 volunteers who planted around 80 walnut trees and learned how beneficial they are. (March – May 2010)

Developed and coordinated the **“Rural Youth Empowerment Project”** financed by **Norwegian Embassy in Bucharest, Romania (€5.250)** – providing training and assistance for young people in 5 villages to plan and carry out small service learning projects in their communities (January – December, 2010)

Grantee of the **U.S. Embassy Alumni Resource Centre Small Grants Program (\$320)** – organized a **Project Proposal Writing Training Program** in 3 villages in Falesti district (March – June 2007)

Grantee of the **Disney Hand Minnie Grant Award** from **Youth Service America (\$500)** – organized a **Training Program on Information Technologies** for young people in three villages in the north of Moldova (March – May 2007)

Grantee of the **Disney Hand Minnie Grant Award** from **Youth Service America (\$500)** – launched a **Youth Newspaper** in Pirlita village (August – October 2006)

Grantee of the **Disney Hand Minnie Grant Award** from **Youth Service America (\$500)**, organized an **Ecological Campaign** in Pirlita village aimed to increase the level of ecological awareness of youth in this community (June – Aug. 2005)

Project coordinator/translator/interpreter/fundraiser for the **Leader Project** organized each year for a period of three weeks in May, from 2003 to 2006 in collaboration with Balti State University “Alecu Russo” and Richard Ivey School of Business, Canada. (Oct. 2002 – June 2005)

Organized a **National Information Campaign** aimed to increase awareness of youth concerning the emergence of new technologies (received a small Grant from TakingITglobal [www.takingitglobal.org]) (Sept. – Oct., 2003)

Organized a **Training Program on Global Economy** in collaboration with Pro Business Nord, US Peace Corps, IATP and the Economic Information Center from Balti (Oct. – Dec. 2002)

Project Coordinator **“On-Line portal for Young Entrepreneurs”** funded by IREX (\$450) (Nov. 2002 - March 2003)

METRO Cash & Carry Moldova **August, 2006 – November, 2013**

World Leader in the Cash and Carry Food/Non-Food sales segment

Floor Manager (FOOD DRY) (November, 2007 – November, 2013)

- Supervise the daily operations of “Sweets & Confectionary”, “Beverage & Tobacco”, “Canned Food & Edible Groceries” and “Detergents & Cosmetics” departments (Stock corrections, orders, layout, merchandising, product range optimization, market trends analysis, price comparisons with the competition, human resources planning and management, on shelf assortment monitoring, monitoring mandatory assortment on fresh departments, decide on discounts for strategic customers, etc.)
- Assist the Department Managers in achieving the goals of each department in terms of sales forecasts, correction forecasts, product range diversification, etc.

Department Manager “Sweets & Confectionary” Department (April 2007 – November 2007)

Deputy Department Manager “Sweets & Confectionary” Department (August 2006 – March 2007)

- Coordinate a team of 3 salespersons, manage the daily operations of the sweets and confectionary department; merchandising of goods, working with clients, suppliers, buyers; organize monthly and annual inventories;
- Sales analysis and placement of orders, sales optimization through continuous sales tracking, stock corrections, etc.;

“Farna” S.R.L. **November 2005 – May 2006**

A distribution company specializing in the distribution of tea, coffee, olives and beer across the Northern part of Moldova

Brand Manager

- Marketing & Sales of Greenfield tea and coffee Ambassador in Balti, the country’s second largest market <120.000 people>
- Enlarged company portfolio by 10% through the creation of effective marketing campaigns;
- Increased sales by 8.5% in the first five months of working with this company;

“Zighitorul-Nord” S.R.L. **June – September 2005**

A local building company

Marketing and Sales Manager

- Developed the marketing campaign for selling real estate in two new buildings with 30 apartments each;
- During 3 months signed 50 contracts (84%) with clients willing to buy apartments in both buildings;

“MOLDPRESA” S.A., Balti Branch **March 2004 – May 2005**

The largest chain of retail shops in Moldova specializing in sales of newspapers and magazines (45% of Moldova’s market share)

Regional Sales Manager

- Prepared the opening of the company’s branch in Balti (recruited and trained the sales personnel);
- Increased the turnover of the branch from 500.000 LEI (40.000 USD) monthly to 1.000.000 LEI in one year;

Balti Municipal Library & Soros Foundation Moldova **February 2002 – December 2003**

Project of the Library with SOROS Foundation to provide informational assistance for entrepreneurs from the north of Moldova

Manager of the Economic Information Center

- Provided informational assistance to entrepreneurs concerning taxes, marketing policies, investment, loans, etc.;
- Researched governmental and private database in order to find information about opportunities to sell products on foreign markets, current EU agricultural policies, export regulations, etc.;

- Organized trainings/debates/conferences for entrepreneurs involving different stakeholders;

Professional Experience (contract-based)

National Youth Council from Moldova

September – November, 2014

Coordinator of the Promoting Young Voters Participation in Parliamentary Elections Campaign in Floresti district

Planned and organized a door-to-door campaign to promote young voters participation in National Parliamentary Elections 2014, coordinating a group of around 15 volunteers, reaching over 5.000 people from around 15 villages and towns from Floresti district.

National Youth Council from Moldova

April – May, 2014

Coordinator of the National Census Promotion Campaign in Floresti and Soroca districts

Planned and organized a door-to-door promotion campaign of the National Census 2014, coordinating a group of around 30 volunteers, reaching over 12.000 people from around 30 villages and towns from Soroca and Floresti districts.

East Europe Foundation Moldova

January 2012 – March 2012

Facilitator in "Youth Participation" Program

Facilitated three sessions on youth participation in three districts (Drochia, Soroca and Singerei) with around 50 participants each, identifying the most common mechanisms of youth participation in these districts and compiling a list of recommendations for the Regional Forum on Youth Participation and presented to the Parliament during open hearings in spring 2012.

National Youth Council from Moldova

June 2011 – February 2012

Regional Expert in budget monitoring

Monitored the budget spending for youth activities in Balti city and Singerei district for 2011, interacted with youth workers from LPA's and managers of Local Youth Resource Centers from target locations, analyzed data and designed a report for each location, organized two debates with local stakeholders on budget spending for youth activities and a final conference with presentation of key findings;

Skills, Activities

Nr.	Organizer / Sponsor	Event / Focus	Place	Date
1.	ODIMM / ODA	Development and Implementation of the Greening Plan for Businesses	On-line	28.06-06.07.2021
2.	ERSTE Stiftung & Vienna University of Business & Economics	Human Resources Management Training	Vienna, Austria	29-30.01.2018
3.	ERSTE Stiftung	Social Entrepreneurship Workshop	Bucharest, Romania	21-22.01.2018
4.	EaP Civil Society Forum, European Commission	"Youth for Rights" EaP Youth Forum	Bratislava, Slovakia	27-28.10.2016
5.	Novy Stav Foundation, Erasmus +, Foundation for Advancement of Education	Get Inspired Fest event for Start-Ups	Novy Sacz, Krinice, Poland	07-11.09.15
6.	Climate KICK	Climate Launchpad European Final	Amsterdam, Netherlands	04.09.15
7.	European Commission	Eastern Partnership Civil Society Conference	Riga, Latvia	20-21.05.15
8.	ODIMM / PARE 1+1	Training course on Business Planning, Finance Management, Accounting, Business Law & Marketing	Chisinau, Moldova	09-31.01.15
9.	EECA SALTO YOUTH	Contact Making Seminar on ERASMUS+	Adrasan, Antalya, Turkey	01-06.12.14
10.	One Young World	One Young World Summit	Dublin, Ireland	15-19.10.14
11.	East Europe Foundation	Study visit to YouthBank Romania	Cluj-Napoca & Alba Iulia, Romania	09-12.10.14
12.	East Europe Foundation and Eurasia Partnership Foundation from Georgia	Study visit to Georgia on Food Security	Tbilisi, Georgia	21-25.05.14
13.	EECA SALTO YOUTH	APPETISER Training on ERASMUS +	Adrasan, Antalya, Turkey	05-09.05.14
14.	MTV Staying Alive Foundation & Restless Development	Training on Human Resource Management	London, UK	28.10.13 – 02.11.13
15.	The European Commission, Ministries, National Agencies of Youth in Action programme	EaP Youth Forum	Kaunas, Lithuania	22.10.13 – 24.10.13
16.	European Union, Sida	EaP Civil Society Forum	Stockholm, Sweden	29.11.12 – 02.12.12
17.	MTV Staying Alive, Restless Development & Positive Action	Training Program in Organizational Development	Watford, London, UK	September 05-13, 2011
18.	European Commission	Civil Society Forum of the Eastern Partnership Countries	Berlin, Germany	November 18-19, 2010
19.	Management for Development Foundation (MDF) – www.mdf.org & Financed by The Netherlands Organization for Cooperation in Higher Education (www.nuffic.nl)	Project and Program Management and Administration Training Program for Development Practitioners	The Netherlands (Ede & Amsterdam), Belgium (Brussels) & France (Paris)	October 3 – 29, 2010
20.	CONCORD - The Belgian Platform	International Conference on "MDG's after the UN Summit in New York"	Brussels, Belgium	October 14, 2010
21.	International AIDS Society	XVIII International AIDS Conference	Vienna, Austria	July 18 - 23, 2010
22.	YES Inc. & Tallberg Foundation	5 th Youth Employment Summit – Rework the World	Leksand, Sweden	June 2 – 5, 2010
23.	International Youth Foundation, Nokia & Starbucks Foundation	YouthActionNet Fellowship Program (www.youthactionnet.org)	Washington D.C., Baltimore, MD, U.S.A.	Nov. 1 – Nov. 9 2009
24.	Transfuse Association, College of Europe, Bosch Stiftung	Leadership Development Program "South - Eastern Europe and the EU" (www.seeyoungleaders.org)	Berlin, Neuhardenberg & Frankfurt am Oder – Germany Bruxelles, Bruges – Belgium	16-30 SEPT. 07 06-10 MAR. 08
25.	British Council, John Smith Memorial Trust & British Ministry of Justice	John Smith Fellowship Program / Democracy, Good Governance, Social Justice & The Rule of Law (www.johnsmithmemorialtrust.org)	Edinburgh, Newcastle, Sheffield, London – UK Tbilisi – Georgia	5 JUN.-11 JUL. 07 20-23 April, 08
26.	World Bank Institute	Gender, Economic Development and Poverty Reduction – E-Course (www.worldbank.org/wbi)		4-30 MAR. 07
27.	Global Youth Coalition on AIDS	Project Management E-Course		13 FEB-16 MAR. 07
28.	U.S. Department of State & U.S. Academy for Educational Development	International Visitors Leadership Development Program / Civic Participation, Politics & Democracy (http://exchanges.state.gov/ivlp/ivlp.html)	Washington D.C., Seattle, Albuquerque, Portland & New York – U.S.A.	30 MAY-23 JUN. 06
29.	National Resource Centre for Human Rights from Moldova	On-Line Master's Program / Advocacy & Policy Change (www.online.credo.md)		MAY 05 – MAY 06
30.	UNAIDS/International AIDS Society/WHO/East-West AIDS Fund	Eastern European and Central Asian AIDS Conference "Facing the Challenge" (www.eecaac.org)	Moscow – Russian Federation	15-17 MAY 06

31.	Centre for Rural Assistance & Carpathian Foundation	Regional Workshop “Diversification of Rural Economy”	Timisoara – Romania	23-25 MAR. 06
32.	Sustainability Challenge Foundation, Netherlands & Regional Environmental Centre Moldova	Regional Training Program on Sustainability Management	Chisinau – Moldova	2-7 OCT. 05 27-28 FEB. 06
33.	Business Communication and Research Centre from Iasi, Romania	English Communication Europe ‘2007 E-Course Business Administration Europe ‘2007 E-Course (www.academiadeafaceri.ro)		NOV. 2005 SEPT. 2005
34.	National Resource Centre for Youth Workers from Moldova	Training on Developing Local Youth Strategies	Chisinau – Moldova	21-23 SEPT. 2005
35.	IOWA Council for International Understanding	NGO Management Seminar	Balti – Moldova	20 JUNE 2005
36.	East – East Program of SOROS Foundation	Young Leaders Forum / Regional Cooperation	Novy Saczy, Krinice – Poland	8-11 SEPT. 2004
37.	UN, International Telecommunication Union	World Summit on the Information Society (www.itu.int/wsis)	Geneva- Switzerland	9-12 DEC. 2003
38.	The Fund for American Studies, Charles University, Prague & Georgetown University	American Institute on Political and Economic Systems (www.aipes.org)	Prague – Czech Republic	11 JUL.-4 AUG. 2003
39.	AXA Management Consulting	Franchising – Global and National Expertise	Balti – Moldova	30 JAN. 2003
40.	Richard Ivey School of Business, Future Business Leaders Association	LEADER Program on Business Management, Marketing & Financial Management (www.leaderproject.com)	Balti – Moldova	7-24 MAY 2002
41.	NGO CERTITUDE, Peace Corps & NGO ProBusinessNorth	English Course “Doing Business in the Globalizing World Economy”	Balti – Moldova	23 OCT.-10 DEC. 2002
42.	Government of Romania & International Telecommunication Union	Pan European & North American Regional Ministerial Conference in Preparation for the World Summit on Information Society	Bucharest – Romania	7-10 NOV. 2002
43.	Free University of Moldova	Conference “Moldova & Europe at the Limits of Enlargement”	Chisinau – Moldova	28-31 OCT. 2002
44.	Center for Private Initiative & TACIS Program	Business Planning Training Program	Balti – Moldova	OCT 2001 – FEB.2002
45.	Peace Corps & NGO ProBusinessNorth	Business English Course “English for Organizational & Business Management”	Balti – Moldova	OCT.-DEC. 2001
46.	Leaders Romania, Chamber of Trade and Industry from Iasi, Romania	Leadership & Management Development Seminar	Iasi – Romania	1-3 JUNE 2001
47.	Peace Corps & NGO ProBusinessNord	Business English Course “English – A Modern Language for Modern Business”	Balti – Moldova	NOV. 2000 – MARCH 2001

Awards & Affiliations

- Finalist of the National Climate Launchpad Competition with EcoPaper Project** (August 2015)
- 3rd Prize for the Most Active Organization in Promoting Volunteering** during the Volunteers’ Festival 2013 (December 2013)
- BEST Alumni Award offered by the U.S. Embassy and Association for Creative Development** for promoting eco-friendly solutions for local communities (October 2013)
- Recipient of the National Red Ribbon Award for the HIV Aware. Be Empowered – Act Positively Project** (November 2011)
- 3rd Prize for the Most Active Organization in Promoting Volunteering** during the Volunteers’ Festival 2010 (December 2010)
- National Youth Award** from the Ministry of Youth and Sports from Moldova for “Civic Engagement” (November 2010)
- 2nd Prize – National Business Plan Competition for Youth – Business Plan “Clothes for Bellies who have Little Pennies”** (February – April 2007)
- Member of the Global Youth Coalition on AIDS since 2005, National Focal Point in 2007, 2008 (www.gyca.org)
- Member of the International AIDS Society since 2009 (www.iasociety.org)
- Global Youth Coalition on AIDS Moldova’s National Focal Point (2006-2008)
- Generation Europe Foundation’s National Ambassador for Moldova (www.generation-europe.eu.com) (2008 - 2013)

Languages

Romanian (native), Russian (fluent), English (fluent), French (intermediate)

Computer

Advanced user: Windows, Microsoft Office, Photoshop, Internet, e-mail