



PERSONAL INFORMATION

Olesea VULPE



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PROFESSIONAL EXPERIENCE

<p>August 2023 -present</p>	<p>Diaspora Relations Bureau, State Chancellery, Government of the Republic of Moldova (BRD) DOMDE project implementation, partners, Ministry of Labor and Social Protection Italy, Veneto Lavoro Italy, 2023-2025.</p> <p>Project Coordinator</p> <p>Establishing and strengthening a support mechanism for Moldovan migrants – Developing an institutional and procedural framework to provide counseling, guidance, and assistance for diaspora members in their return and reintegration process and start a business in Moldova.</p> <p>Developing professional training and retraining programs – Organizing courses for migrants to enhance their skills and reintegrate into Moldova's labor market and start a business.</p> <p>Facilitating access to economic and employment opportunities for the entrepreneurs – Building connections between local employers and returning diaspora members, including promoting entrepreneurship support schemes.</p> <p>Raising awareness of social and labor rights – Information campaigns and counseling sessions on migrant workers' rights in Italy and available social protection mechanisms in both Italy and Moldova.</p> <p>Creating a monitoring and evaluation system for migrant reintegration – Implementing tools and indicators to track project impact and adjust strategies based on identified needs. Monitoring project activities to ensure success and adherence to established deadlines and indicators.</p> <p><i>Indicators: 500 beneficiaries (Local Public Authorities, Central Public Authorities, Non-Governmental Organizations, Social entrepreneurs, Traditional entrepreneurs, Key sectors).</i></p>
<p>August 2024— Decembrie 2024</p>	<p>PROMETEU PRIM - High School, Chisinau - Teacher, Module Entrepreneurial Economics.</p>
<p>April 2022 – present</p>	<p>CENTRE of Excellence in the Development of Entrepreneurship and Social Affairs (CEDAS) 2022- present.</p>

October 2023 -
November 2024.

GIZ Moldova –project Strong Businesses and Communities for Moldova, 2023 - 2024.

Project Coordinator

Outreach

and identification of WOMEN entrepreneurs from disadvantaged backgrounds for matching them with networking and business promotion opportunities, the thematic areas of interest for entrepreneurial activities are: IT and Electronics, Automotive Industry, Light and Processing Industry, Business Services and other economic activities.

Development of Project Implementation Tools: This involved creating a methodology for identifying and mobilizing women entrepreneurs with limited access to business and networking opportunities, formulating a detailed action plan for effective project implementation, and designing a strategy to engage women from disadvantaged backgrounds, facilitating their access to business networks and networking events.

Needs Assessment Campaigns for Women Entrepreneurs: Conducting online surveys, individual interviews, and focus groups to identify barriers and challenges faced by these women in managing businesses and accessing promotional networks. This also included formulating recommendations to overcome these obstacles and facilitate connections to business opportunities.

Organization of Field Training Sessions: Focusing on effective communication at business events such as B2B meetings, matchmaking, networking, and exhibitions. These sessions aimed to enhance the capacity of women entrepreneurs to actively participate in planned B2B and matchmaking events.

Facilitation of Active Participation in National Business Promotion Events: Assisting and guiding at least 40 women beneficiaries to participate in national business promotion events, such as exhibitions and B2B meetings, integrating businesses managed by these women into value chains, and collecting post-event feedback for continuous improvement.

Organization of a Workshop with Business Support Institutions: Presenting the methodology for identifying women entrepreneurs with limited access to business and networking opportunities, aiming to familiarize and implement it in practice among relevant representatives of economic development structures

Indicators: 80 beneficiaries women entrepreneurship, 10 districts .

GIZ Moldova – project Strong Businesses and Communities for Moldova

October 2023 -
November 2024.

Project Coordinator

PROJECT -Outreach and identification of YOUNG entrepreneurs from disadvantaged backgrounds for matching them with networking and business promotion opportunities.The project refers to vulnerable **young entrepreneurs** from disadvantaged backgrounds who run a business and often face barriers that hinder their participation in economic activities of social, cultural, financial, human capital, social capital order.

Development of Project Implementation Tools: This involved creating a methodology for identifying and mobilizing young entrepreneurs with limited access to business and networking opportunities, formulating a detailed action plan for effective project implementation, and designing a strategy to engage young people from disadvantaged backgrounds, facilitating their access to business networks and networking events.

Needs Assessment Campaigns for Young Entrepreneurs: Conducting online surveys, individual interviews, and focus groups to identify barriers and challenges faced by these young individuals in managing businesses and accessing promotional networks. This also included formulating recommendations to overcome these obstacles and facilitate connections to business opportunities.

Organization of Field Training Sessions: Focusing on effective communication at business events such as B2B meetings, matchmaking, networking, and exhibitions. These sessions aimed to enhance the capacity of young entrepreneurs to actively participate in planned B2B and matchmaking events.

Facilitation of Active Participation in National Business Promotion Events: Assisting and guiding young entrepreneurs in participating in national business promotion events, such as exhibitions and B2B meetings, integrating businesses managed by them into value chains, and collecting post-event feedback for continuous improvement.

Presentation of the Methodology for Identifying Young Entrepreneurs with Limited Access to Business and Networking Opportunities: Familiarizing and implementing this methodology in practice among relevant representatives of economic development structures.

Indicators: 80 beneficiaries young entrepreneurship, 10 districts

October 2023 -
December 2024

AFAM - ASSOCIATION OF WOMEN ENTREPRENEURS OF MOLDOVA

Project Coordinator , Consultant (three contracts)

Consultancy and support in the development of business plans: Providing guidance and resources for the development and implementation of business plans.

Support in the implementation of activities included in business plans: Assistance in the implementation of established strategies and objectives.

September 2023	<p>Assistance in the legal, fiscal, legislative and accounting fields: Advice on legal regulations, tax obligations and good accounting practices. Monitoring for a period of 1 year of activities according to the financial plan and business plan. <i>Indicators: Three contracts were concluded for a period of two years, for 100 women entrepreneurs in Ukraine.</i></p> <p>The Regional Social Business Hub project is carried out by the Cahul Branch of the <u>CHAMBER OF COMMERCE AND INDUSTRY</u></p> <p>Trainer The HUB Regional Social Business project aims to capitalize on the potential of civil society for the development and promotion of social entrepreneurship and social business in Cahul, Taraclia, Cantemir districts. Monitoring project activities to ensure success and adherence to established deadlines and indicators. <i>Indicators: 20 beneficiaries.</i></p>
August 2023 - December 2024	<p>The project Building resilient communities of women, organizations, and communities of <u>UN WOMEN</u></p> <p>Project Coordinator Project - and proposed to develop the capacities of civil society organizations and local partners - to effectively respond to the refugee crisis in Ukraine, implemented by the CDF in partnership with the National Coalition for Life Without Violence, with the support of UN WOMEN and financed by the Fund for Women for Peace and humanitarian assistance. The project consisted of - training for a beautiful profession - seamstress: Our trainers are the entrepreneurs who manage and carry out the most beautiful activity - the production of clothes for newborns, linen for cots for newborns from natural fabrics, SRL Ilinca Style. Monitoring project activities to ensure success and adherence to established deadlines and indicators. <i>Indicators: 40 women entrepreneurship beneficiaries.</i></p>
September 2022 - December 2022	<p>The Youth4Entrepreneurship project. <u>EUROPEAN PROJECT, DIGITAL PARK.</u></p> <p>Trainer The Youth4Entrepreneurship program, implemented by the Youth Development for Innovation Foundation and co-financed by Sweden through the East Europe Foundation - Moldova, aims to empower young entrepreneurs in the Central Region of Moldova. The program offers training, grants, and networking opportunities to enhance entrepreneurial skills and facilitate business development. Monitoring activities are conducted to ensure the program's success and adherence to established deadlines and indicators. <i>Indicators: 100 young entrepreneurship beneficiaries.</i></p>
September 2022 - October 2023	<p>"EU4Moldova: Key Regions", CAHUL, UNGHENI program - <u>UNDP MOLDOVA.</u></p> <p>Assistant The project provides for the support of civil society initiatives and organizations in the promotion of social entrepreneurship in the key regions of Cahul and Ungheni, by supporting the implementation of innovative ideas and the creation of new jobs, which will later contribute to the well-being of the population and communities. The purpose of the project provides - non-reimbursable assistance by improving the local socio-economic environment by providing assistance to initiatives that come to solve the social problem, to create new jobs and opportunities for social and professional integration for people from vulnerable groups. Awarding grants to future entrepreneurs who will carry out activities in the field of social entrepreneurship in Cahul and Ungheni districts. Grants awarded by the European Union, through the "EU4Moldova: Key Regions" program, implemented by UNDP and UNICEF. Monitoring project activities to ensure success and adherence to established deadlines and indicators. <i>Indicators: 14 social entrepreneurship beneficiaries, 2 districts Ungheni și Cahul.</i></p>
Mart 2022 - December 2024	<p>National Assistance and Information <u>CENTER FOR NON-GOVERNMENTAL ORGANIZATIONS FROM MOLDOVA "CONTACT".</u></p> <p>Coordinator project, Trainer, Consultant. Guiding and mentoring services within the project "Civil society contributes to inclusive and sustainable economic development in the Republic of Moldova, carrying out training, consulting and mentoring activities in the field of social entrepreneurship, for 6 regional HUBs in the territory of the Republic of Moldova. Project financed by the European Union, represented by the European Commission, through the Delegation of the European Union in the Republic of Moldova and</p>

	<p>co-financed by Sweden. Monitoring project activities to ensure success and adherence to established deadlines and indicators. <i>Indicators: 60 social entrepreneurship and initiative beneficiaries, 2 districts Ungheni și Cahul.</i></p>
<p>Mart 2022 - December 2022</p>	<p>Civil society contributes to inclusive and sustainable economic development in the Republic of Moldova, Entrepreneurship empowerment training for NEET YOUNG people. <u>EAST EUROPEAN FOUNDATION (FEE)</u></p> <p>Trainer, Consultant. During the competition, the business plans submitted by companies were evaluated, a project implemented by the East European Foundation, financed by the European Union, represented by the European Commission, through the Delegation of the European Union in the Republic of Moldova. <i>Indicators: 40 entrepreneurs and initiative beneficiaries, districts Anenii Noi, Stefan Vodă, Dubăsari .</i></p>
<p>December 2021 - April 2023</p>	<p>The EU4Youth project Social Innovation Impact - project financed by the European Union and implemented in partnership with <u>FUNDATIA ALATURI DE VOI ROMANIA (ADV ROMANIA)</u>.</p> <p>Coordinator project The general objective of the project is to stimulate and encourage the entrepreneurial potential of young people from the Republic of Moldova and Ukraine in the field of social entrepreneurship, especially with a view to contributing to social cohesion, employment, inclusion and reducing inequalities. Creation of four Social Innovation Laboratories - to provide integrated support to social entrepreneurs - Chisinau, Cahul, Cantemir (Moldova) and Ismail (Ukraine). Support in the initiation of businesses in the domain of social entrepreneurship for future entrepreneurs as well as the realization of the grant competition, awarding them to young people from the Republic of Moldova, guiding grant beneficiaries in the legislative field, financial management and marketing. Monitoring project activities to ensure success and adherence to established deadlines and indicators. <i>Indicators: 500 beneficiaries , 5 social entrepreneurs grants.)</i></p>
<p>December 2021 - August 2023</p>	<p><u>NORTH - EAST REGIONAL DEVELOPMENT AGENCY, IASI ROMANIA.</u></p> <p>The international European project "Beyond CULTURALTOURism: Heritage Innovation Networks as Factors of Europeanization towards a Human-Centred Circular Tourism Economy" (Be.CULTOUR) is a research and innovation initiative funded by the European Commission's Horizon 2020 program, aiming to stimulate regional development through circular cultural tourism. becultour.eu Coordinated by the National Research Institute for Innovation and Services for Development of the Italian National Research Council (CNR-IRISS), the project involves 15 partners, 6 pilot regions, and 16 "mirror" regions across Europe. becultour.eu By collaborating with local communities and promoting cultural heritage, Be.CULTOUR creates innovative tourist routes that integrate cultural heritage, contributing to economic growth and social inclusion in the Moldova region. <i>Indicators: 30 beneficiaries , 7 tourist routes)</i></p>
<p>December 2021 - Mai 2023</p>	<p><u>NATIONAL WOMEN S PLATFORM OF MOLDOVA</u></p> <p>➤ Social Entrepreneurship Lead - Social Innovation Labs in the Republic of Moldova in Chisinau which offering specific information, professional capacity building and developing start-ups in the field of social entrepreneurship also in the region; Mapping and creating interactive map of social enterprises from the RO-MD-UA region; Support the development of a favorable ecosystem for involving relevant actors from the Republic of Moldova in developing social entrepreneurship; Support the development of a favorable ecosystem for involving relevant actors from the Republic of Moldova in developing social entrepreneurship; Developing a competition with business plans for youths – Social Impact Award; Incubating for social enterprises; Development and supply of training and</p>

supporting programs in the field of social entrepreneurship for Moldova's young people and new Startup's; package of Webinars on different topics specific to developing a social business; Organizing and establishing a database with relevant actors from social enterprises. Monitoring project activities to ensure success and adherence to established deadlines and indicators.

➤ **Women Empowerment**

Organizing and created - The Network of Women Ambassadors of Moldova - called Women Ambassadors; Facilitated by women empowerment Ambassadors - to be able knowledge counseling, building soft skills, public speaking, event organizing, ethics and business conduct etc; Organize trainings and mentoring to improve professional skills of women, especially from the rural regions, and increase their employment chances; Mentoring and business consulting women-led businesses, Support in order to ensure economic integration of survivors of VAW.

Maintaining Women Platform - for facilitate synergies and integrate women from region in labor market, having it as a priority - without discrimination. Monitoring project activities to ensure success and adherence to established deadlines and indicators.

➤ **Women Economic Empowerment _ GIZ**

To enhance women's economic empowerment and strengthen the role of the National Women's Platform of Moldova (PNFM) as a dialogue partner with public institutions, the following GIZ Moldova-supported initiatives are proposed: Organizing Workshops: Conduct a series of workshops with women to identify policy proposals, ideas, and recommendations aimed at enhancing women's economic empowerment. Establishing Sustainable Networks: Create enduring networks between Moldova's Women Ambassadors and relevant stakeholders to facilitate continuous collaboration and support. Collecting Recommendations: Gather suggestions for policy measures designed to improve women's empowerment and participation, particularly in rural regions. Developing a Policy Brief: Formulate a concise policy proposal focused on women's economic empowerment in the Republic of Moldova. Overseeing Activities: Monitor project activities to ensure success and adherence to established deadlines and indicators. These initiatives align with GIZ Moldova's ongoing efforts to support female entrepreneurship and enhance socio-economic prospects within Moldovan communities

01.05.2020 –
15.05.2021

Project coordinator -

ORGANIZATION FOR THE DEVELOPMENT OF THE SMALL AND MEDIUM ENTERPRISES SECTOR, (ODA/ODIMM)

➤ **Finance4SocialChange**

Participation and development of the Community Strategy for Social Impact Investments for the Danube Region - The Community Strategy for Social Impact Investments (SII) for the Danube Region (hereinafter: the SII Strategy) developed within the Finance4SocialChange project is a macro-regional strategy aimed at developing social impact markets of investments by facilitating and stimulating social impact investments and strengthening and supporting the sustainability and scalability of social enterprises. This document is primarily aimed at policy makers and government agencies (eg national and regional public authorities, as well as priority area coordinators and steering group members). However, it also addresses regional stakeholders, including social enterprises, (impact) investors, financial intermediaries and business support organisations. Monitoring project activities to ensure success and adherence to established deadlines and indicators.

➤ **Project coordinator - DanubeChance2.0**

The second chance program for the Danube region - DanubeChance2.0, offered innovative policy models, offering bankrupt entrepreneurs a second chance to regain their activity, entrepreneurs from the Danube region were involved. DanubeChance2.0 and proposed to facilitate a review of policy improvement among policy makers and government agencies; research institutions and universities; companies in financial difficulty involved in insolvency proceedings or entrepreneurs who have already gone bankrupt but are ready for a new start. Monitoring project activities to ensure success and adherence to established deadlines and indicators.

<p>17.05.2020– 20.05.2021</p> <p>Head of Department</p>	<p><u>DEPARTMENT OF TRAINING, CONSULTANCY, COACHING, MENTORING (ODA/ODIMM)</u></p> <p>Developing and delivering courses and workshops for entrepreneurs and employees, focusing on developing skills necessary in the business environment. Preparation of contracts and procurement procedures for hiring experts, trainers, and consultants. Providing personalized consulting services in collaboration with contracted experts. Organizing coaching and mentoring sessions. Monitoring and evaluating training programs: Tracking project progress, ensuring deadlines and established indicators are met, and providing feedback for continuous improvement. Providing support and consulting through programs and resources to help individuals from disadvantaged groups develop entrepreneurial skills and access business opportunities, for the following programs:</p> <ul style="list-style-type: none"> ✓ Start for Young People Program. ✓ Women in Business Program. ✓ ECO IMM Program: Supports small and medium enterprises in implementing ecological and energy efficiency measures. ✓ Export Competitiveness Growth and Internationalization Program. ✓ PARE 1+1 Program. ✓ Digital Transformation Program <p>Coordinate with 11 Regional Incubators: Ștefan Vodă, Dubăsari, Leova, Ceadâr-Lunga, Rezina, Nisporeni, Sângerei, Soroca, Cimișlia, Cahul, Călărași. Surveying and conducting the department's situation analysis. Monitoring the activities of experts, consultants, trainers, individuals, and legal entities contracted.</p>
<p>10.08.2018– 13.02.2020</p> <p>Head of Department</p>	<p><u>AGENȚIA DE INVESTIȚII DIN MOLDOVA (MIA)</u></p> <p>Promoting Tourist Destinations: Developing and implementing marketing campaigns to attract tourists to various regions of Moldova. Supporting Tourism Investments: Providing assistance and consultancy to investors interested in developing new accommodation facilities, leisure amenities, and tourist attractions. Developing Tourism Infrastructure: Collaborating with local and regional authorities to modernize and expand the infrastructure necessary to support tourism, including transportation, utilities, and public facilities. Organizing Events and Festivals: Planning and coordinating cultural and tourist events that attract visitors and promote Moldova's traditions and culture. Professional Training and Certification: Implementing training programs for personnel in the tourism sector, ensuring that the services offered are of high quality and meet international standards.</p>
<p>10.02.2009– 09.08.2018</p> <p>Head of Department,</p>	<p><u>THE TOURISM AGENCY OF THE REPUBLIC OF MOLDOVA</u></p> <p>Implementing tourism policies and regulations: The agency is responsible for executing strategies and regulations established by the central authority in the field, the Ministry of Culture. Supporting tourism development: The National Tourism Office assists the tourism sector, contributing to the growth and diversification of the national tourism offer. Promoting and marketing tourism: The agency engages in promotional and marketing activities to increase tourism revenues and attract tourists to the Republic of Moldova. Managing the national tourism portal: The office administers the Moldova.travel portal, a digital platform designed to promote tourism in Moldova, accessible in multiple languages and showcasing destinations and tourist experiences in the country. Cooperating with travel agencies and tour operators: The agency collaborates with travel agencies and tour operators to organize and promote tourist packages, thereby facilitating the increase in the number of tourists and visitors</p>

10.05.2007 – 09.02.2009
Consultant

MINISTRY OF CULTURE AND TOURISM, TOURSIM DEPARTMENT.
Development and implementation of tourism policies: Setting priorities and developing national programs for promoting tourism, in accordance with government strategies.
Promoting tourist destinations: Increasing the visibility of tourist destinations at national and international levels, through various campaigns and participation in tourism fairs.
Developing tourism infrastructure: Supporting projects aimed at improving tourism infrastructure, including accommodation facilities, transport and other related services.
Regulating and monitoring tourism activities: Setting standards and regulations for operators in the tourism industry and monitoring their compliance.
Collaboration with international organizations: Participating in international initiatives and partnerships to promote tourism and exchange good practices.
Promoting sustainable tourism: Implementing measures that ensure the development of tourism in a sustainable manner, protecting natural and cultural resources.

05/03/2006–09/05/2007
Consultant

LICENSING CHAMBER OF THE REPUBLIC OF MOLDOVA.
Issuance of permissive documents necessary for carrying out certain economic activities, in accordance with the legislation in force.
Regulation, monitoring, and supervision of compliance by economic agents.
Management and authorization of tariff quotas for certain products or services.
Monitoring project activities to ensure success and adherence to established deadlines and indicators.

EDUCATION AND TRAINING

1999–2004	State University of Moldova, Specialization in Political Science and Law Bachelor in Political Science, bachelor's degree
31/08/2004-30/07/2005	Academy of Public Administration under the President of the Republic of Moldova Public administration, master.
31/08/2011-30/07/2013	Academy of Public Administration under the President of the Republic of Moldova, master. International relations, international relations

Extracurricular activities:

	Listening	Reading	Participating in conversation	Oral speech	
English	B2	B2	B1	B1	B1
Russian	C1	C1	C1	B2	B2

Driver's license

