



Curriculum Vitae

Personal information	
First name and surname	Bojan Mladenovic
Address	Fevruarski Pohod Street, 6-36, 1000 Skopje, Republic of North Macedonia
Telephone	+389 71 35 41 31, +389 75 22 32 88
E-mail	bojan.mladenovic@gmail.com
Nationality	Macedonian / Citizen of the Republic of North Macedonia
Date of birth	11 November 1983

Work experience	
Dates (from – to)	March 2023 - Ongoing (part time)
Name and address of employer	International Balkan University (IBU), Makedonsko-Kosovska Brigada bb, 1000 Skopje, Faculty of Engineering, Department of Industrial Engineering Management
Type of business or sector	Academic university
Occupation or position held	Assistant
Main activities and responsibilities	Lecturer in 2 subjects: <ul style="list-style-type: none"> • Project Management; • Supply Chain Management.
Dates (from – to)	January 2021 - Ongoing (full time)
Name and address of employer	Magroni Ltd, Stoltenbergova No. 2, 1000 Skopje
Type of business or sector	Production, distribution, domestic and international trade
Occupation or position held	Business Development Manager
Main activities and responsibilities	<ul style="list-style-type: none"> • Research and identification of new business opportunities - including new markets, growth areas, partnerships, products and services, as well as new ways of reaching existing markets; • Participation in the development of marketing strategies and activities with the marketing department; • Participation in the new products development; • Project Management of ongoing projects; • Initiator and business plan creator of new projects; • Supply Chain Control; • Negotiation on pricing with export customers and key suppliers;

	<ul style="list-style-type: none"> • Strategic planning and budgeting and cost reporting; • Managerial accounting: control of ABC costing in production, measuring key customer relationships and product value chain costs. • Selected projects: <ul style="list-style-type: none"> • Investment in a photovoltaics power plant in the factory: investment analysis and obtaining a grant from EBRD. • Online store Magstore.mk: Creator of the business model. • Exclusive national distribution of selected spirits: market research, selection of brands, negotiation and market entrance strategy.
Dates (from – to)	November 2009 – December 2020 (full time)
Name and address of employer	Magroni Ltd, 1732 Street No. 2, 1000 Skopje
Type of business or sector	Production, distribution, domestic and international trade
Occupation or position held	Purchasing and Foreign Trade Manager, Internal Consultant
Main activities and responsibilities	<ul style="list-style-type: none"> • Supply Chain Management; • Valuation and selection of domestic and foreign suppliers; • Coordination of transport, logistics and forwarding activities. • Negotiation of prices, payment terms and other conditions; • Budget planning; • Organization and control of export and import activities; • Regular cost audit reporting; • Selected projects: <ul style="list-style-type: none"> • Creator of the business plan and leader of the project: “Development of functional water with royal jelly and of personalized glass packaging (0.25l and 0.75l bottles) for the new functional water”, for which the company has been granted support of 325.000 euro from the Fund for Innovations and Technological Development through the instrument “Co-financed grants for commercialization of Innovation” from the call for applications opened on 30.03.2019. • Key role in the project “Ladna in a new packaging”. • Exclusive national distribution of Budweiser Budvar in Macedonia: market research, negotiation, market entrance and positioning.
Dates (from – to)	October 2018 – October 2020 (part time)
Name of employer	MVV STUDIO Ltd. Skopje
Type of business or sector	Construction and civil engineering
Occupation or position held	Management Consultant
Main activities and responsibilities	<ul style="list-style-type: none"> • Budgeting; • Business modelling; • Reporting; • Market analysis; • Purchasing; • Auditing; • Creator of the fundraising application for the project “Development of a special software application intended to support the construction engineering” for which the company has been granted 10.000 euro by the Fund for Innovations and Technological Development through the instrument: Innovation vouchers, from the call for applications opened on 1.10.2020. • Creator of the business plan for the project: “Eco-friendly Precast Concrete Facade Panels”, for which the company has been granted 30.000 euro by the Fund for Innovations and Technological Development through

	the instrument: Co-financed grants for newly established enterprises: start-up and spin-off enterprises”, from the call for applications opened on 22.10.2018.
Dates (from – to)	October 2006 - October 2009
Name of employer	Sunrise Ltd, ASNOM Blvd. 64-2/13, 1000 Skopje
Type of business or sector	Fast Food Restaurant
Occupation or position held	Founder
Main activities and responsibilities	<ul style="list-style-type: none"> • Sales and purchase; • Market analysis and research; • Business planning; • Staff training and control; • Organization of promotion activities.

Education	
Dates (from – to)	October 2021 – Ongoing
Name of organization providing education	University of Belgrade, Faculty of Economics and business
Principal subjects/occupational skills covered	<p>Study program: Economics, business administration and statistics. Module: Business administration. Passed exams until March 2023: Methods of Economic analysis, Methods and techniques of management research, Statistics, Strategic Management Accounting, Economics of Strategy, Strategic Entrepreneurship. Average grade of passed exams: 9,33. Selected research papers: Long-run average cost curve with the example of bottle water production, Scenario planning of electricity cost in a production company, Unequal probability sampling, Circular economy and neoclassical orthodoxy.</p>
Title of qualification that will be awarded	PhD in Economics
Dates (from – to)	October 2009 – June 2012
Name of organization providing education	University of Novi Sad, UNESCO Chair for Entrepreneurial Studies
Principal subjects/occupational skills covered	<p>Management and business, Economics, Industrial Engineering and Engineering Management. Average grade: 9,88.</p>
Title of qualification awarded	Master in Entrepreneurship
Dates (from – to)	2003 – 2009
Name of organization providing education	University of Ss. Cyril and Methodius, Faculty of Economics – Skopje, Department of Management
Principal subjects/occupational skills covered	Management, Marketing, Production Management, International Economics, Financial Management, Business Communication.
Title of qualification awarded	Bachelor of Science in Economics
Dates (from – to)	1998 – 2002
Name of organization providing education	Nikola Karev High School, Skopje

Trainings and seminars	
Date	22 December 2022
Organization providing education and training	Institute for business education Concept
Principal subjects/occupational skills covered	2023 novelties in the field of customs and foreign trade
Date	22 July 2021
Organization providing certification	International Council of Management Consulting Institutes, Management Association 2000
Certificate awarded	Certified Management Consultant (CMC®) . Certificate No. MKD/001/2021, reference: https://cmcdirectory.cmc-global.org/users/bojan-m The Certified Management Consultant designation is the profession's only international certification mark, established in 50 countries, and through the Global Institute in every country of the world. It represents a commitment to the highest standards of consulting and adherence to the ethical principles of the profession.
Date	14 May 2020
Organization providing education and training	Economic Chamber of Macedonia
Principal subjects/occupational skills covered	Practical solutions for labour payment in regular times and during state of emergency
Dates (from – to)	26 February 2020
Organization providing education and training	Institute for business and corporate education Camburis & Barba
Principal subjects/occupational skills covered	Incoterms 2020
Dates (from – to)	12 - 13 November 2018
Organization providing education and training	Institute for business and corporate education Camburis & Barba
Principal subjects/occupational skills covered	Preparing an Application for the Fund for Innovations and Technology Development
Dates (from – to)	26 June 2018
Organization providing education and training	Institute for business and corporate education Camburis & Barba
Principal subjects/occupational skills covered	Use of funds of IPARD, EU and Fund of Innovation and Technology Development
Dates (from – to)	29 September 2017
Organization providing education and training	Institute for business and corporate education Camburis & Barba
Principal subjects/occupational skills covered	Advanced Excel for Financial Planning
Dates (from – to)	19 December 2014
Organization providing education and training	Economic Chamber of Macedonia
Principal subjects/occupational skills covered	Simplified customs procedures, customs declaration accompanying documents and customs operation novelties
Dates (from – to)	25 February 2014
Organization providing education and training	Economic Chamber of Macedonia

Principal subjects/occupational skills covered	Financial Discipline Law
Dates (from – to)	27 September 2013
Organization providing education and training	Dean Thorpe
Principal subjects/occupational skills covered	How to effectively grow your sales and cut your costs
Dates (from – to)	16 January 2013
Organization providing education and training	Economic Chamber of Macedonia
Principal subjects/occupational skills covered	Customs operations novelties
Dates (from – to)	1-2 December 2011
Organization providing education and training	Triple S Learning
Principal subjects/occupational skills covered	Inventory Optimization
Dates (from – to)	11 November 2011
Organization providing education and training	Triple S Learning and CEED Macedonia
Principal subjects/occupational skills covered	Brian Tracy's Conference: Sales, negotiation and success
Dates (from – to)	13 October 2011
Organization providing education and training	Economic Chamber of Macedonia
Principal subjects/occupational skills covered	Non-tariff export barriers during the sanitary and phytosanitary control of products
Dates (from – to)	20 December 2010
Organization providing education and training	Economic Chamber of Macedonia
Principal subjects/occupational skills covered	Incoterms 2010: Implementation in the foreign trade
Dates (from – to)	3 December 2010
Organization providing education and training	Triple S Group, CEED Macedonia
Principal subjects/occupational skills covered	Colin Turner's conference: Modern and Profitable Management Tactics
Dates (from – to)	26 – 27 November 2010
Organization providing education and training	Triple S Group, CEED Macedonia
Principal subjects/occupational skills covered	Public Relations
Dates (from – to)	1 June 2010
Organization providing education and training	Triple S Group, CEED Macedonia
Principal subjects/occupational skills covered	Tom Hopkins's conference – Selling, Negotiating and Networking
Dates (from – to)	19 – 20 March 2010

Organization providing education and training	Guerilla Marketing Business University, Triple S Learning
Principal subjects/occupational skills covered	Course on Guerrilla Marketing
Dates (from – to)	4 - 23 February 2008
Organization providing education and training	Business Start-up Centre of the University of “Ss. Cyril and Methodius”
Principal subjects/occupational skills covered	“How to create a business plan” – 10 days training program

Personal skills and competences

Mother Tongue	Macedonian
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Other languages	Understanding				Speaking				Writing	
	Listening		Reading		Spoken interaction		Spoken production		-	
English	C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user
Serbian/Croatian	C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user

Social skills and competences	<ul style="list-style-type: none"> - Proven negotiation skills: Regular participant in negotiations with a wide range of suppliers, collaborators and customers, always striving towards win-win outcome; - Presentation skills: I enjoy public speaking and I have had many chances to present my company or my projects in front of audience; - Strong communication skills: I base my communication on personal integrity and trust which helps me maintain excellent relations with my co-workers and business partners; - Intercultural skills: Regular communication with foreign partners in my everyday work. During my studies, I have participated in an international Master Program supported by UNESCO.
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Organizational skills and competences	<ul style="list-style-type: none"> - Advanced managerial and leadership skills acquired through more than 10 years of working on managerial positions. - Proven ability to work loyally, confidentially and under pressure; - Strongly committed to maintaining a high level of ethics; - Self-motivated, proactive and cooperative.
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Technical skills and competences	<ul style="list-style-type: none"> - Advanced business planer; - Advanced knowledge of Microsoft Excel; - Competent with common ERP tools; - Entry-level knowledge of Econometrics Software EViews and R-studio.
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<p style="text-align: center;">Additional information</p>	<p>Providing Management Consulting services as a Certified Management Consultant (CMC®)</p> <p>Extensive experience on working on projects: Creator of dozens of business plans in distinct areas, such as food and beverage, production technology, IT and construction, including deep analysis of projects with international scope.</p> <p>Employee of the year: Awarded as an employee of the year by the company Magroni Ltd in 2019.</p> <p>Participation on fairs and exhibitions: Regular participant on the major exhibitions and important events in the FMCG industry, such as PLMA in Amsterdam, SIAL in Paris, ANUGA in Cologne and the important national and regional business events.</p> <p>Scholarship: While studying at the UNESCO Chair Master Program, granted scholarship by the Dutch organization SPARK.</p>
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