

# Rinor Musliu

Senior Management Consultant - Business Development Enthusiast

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📍 Prishtinë, Kosovo/Remote

🌐 Rinor Musliu

## EXPERIENCE

### *Project Manager*

#### **Nexia International**

📅 April 2022 – Ongoing

📍 Kosovo /Contract

Responsible for planning and overseeing projects to ensure they are completed in a timely fashion and within budget. Plan and designate project resources, prepare budgets, monitor progress, and keep stakeholders informed the entire way. This is all done within the confines of a company's goals and vision. This project is funded and supported by EBRD-European Bank for Reconstruction and Development.

### *Acquisitions Associate – Team Lead*

#### **SPAXEL**

📅 May 2021 – Ongoing

📍 New York, USA /Remote

Work directly with executive leadership to conceptualize and formulate investment strategies, frameworks, and processes for Spaxel investments. Lead, manage, and mentor acquisitions analysts & associates. Qualify, diligence, underwrite, structure and help execute investment opportunities. Create detailed and comprehensive financial models. Lead closing due diligence with lenders, appraisers and equity partners. Work with executive leadership to conceptualize and formulate investment strategies, frameworks and processes for Spaxel Investments.

### *Senior Management Consultant*

#### **Envision Consulting/ Civitta KS**

📅 August 2017 – May 2021

📍 Prishtinë

I was given the responsibility of analyzing, evaluating different markets, investment projects as well as business models, and communicating with clients to determine their needs, requirements, and the best possible action plan.

Directly assisted Kosovan companies of various industries to achieve growth, by providing in depth market insights, focusing resources towards targeted goals, re-designing company operations to improve productivity as well as instituting cultural change. During my time there, I have been engaged in diverse consulting projects across a range of industries including manufacturing, trade and retail, transport and logistics, pharmaceuticals, FMCG, construction, wood and metal processing, and so forth

## EDUCATION

*Bachelor of Banks, Finances and Accounting*

**University of Prishtina**

📅 October 2014 – July 2018

*CDTE® – Certified Digital Transformation Expert*

**ICMCI - International Council of Management Consulting Institutes**

📅 November 2021 – 2024

*CMC® – Certified Management Consultant*

**ICMCI**

📅 2021 - 2024

*CSE® – Certified Sales Executive*

**SMEI – Sales and Marketing Executives International**

📅 2020

**PMP–Project Management Institute**

📅 2020 - Ongoing

*Completed the preparatory program. Awaiting to undertake the certification exam.*

## SKILLS

### 🗣️ Language Skills

- ✓ **Albanian:** ●●●●●●
- ✓ **English:** ●●●●●●
- ✓ **German:** ●

### 🧠 Professional Skills

- ✓ Microsoft Office
- ✓ Market Research
- ✓ Financial Modeling
- ✓ Business Planning and Valuation
- ✓ Investment Analysis

## EXPERIENCE

### Finance Department Intern

#### IPKO Telecommunications LLC

 November 2016 – January 2017  Prishtinë

I gave a modest contribution in implementing the asset inventory management system of Ipko's field network equipment.

### Food and Beverage Server & Supervisor

#### Family Kingdom

 June 2016 – October 2016  Myrtle Beach, USA

Directly served costumers with food and beverages and was able to learn valuable insights regarding costumers service. Being part of J1 - USA Cultural Exchange program, I was able to interact with different individuals of different cultures all around the globe.

### Data Processing Intern

#### IDRA Research & Consulting

 June 2015 – August 2015  Prishtinë

Participated in several market research projects as well as opinion poll projects which enabled me to better understand data driven decision making. During this time, I was able to experience how valuable is the "Costumer Voice" and market research for corporates and SMEs.

## SKILLS

### Professional Skills

- ✓ Financial Analysis and Advisory
- ✓ Market Research
- ✓ Corporate Finance
- ✓ Microsoft Office
- ✓ Market Research
- ✓ Financial Modeling

### Personal Skills

- ✓ Active Listening
- ✓ Effective Communication
- ✓ Leadership and Teamwork
- ✓ Management

## TRAININGS

### *Introduction to standards and sustainability- Certificate*

[ITC – International Trade Center](#)

 January, 2020

### *Introduction to Supply chain Management- Certificate*

[ITC – International Trade Center](#)

 December, 2020

### *Meeting Standards n the Agrifood Sector- Certificate*

[ITC – International Trade Center](#)

 December, 2020

### *Approaching Banks for Financing - Certificate*

[ITC – International Trade Center](#)

 November, 2020

### *Standards and Technical Requirements for the Leather Industry - Certificate*

[ITC – International Trade Center](#)

 November, 2020

### *Creating Quality E-Commerce Content - Certificate*

[ITC – International Trade Center](#)

 October, 2020

## CONSULTING PROJECTS

### *Project Manager*

#### **Private Sector & EBRD – Automotive Parts Industry**

 April 2022 – July 2022

 Kosovo

Responsible for planning and overseeing projects to ensure it is completed in a timely fashion and within budget. Plan and designate project resources, prepare budgets, monitor progress, and keep stakeholders informed the entire way. Feasibility study and business development strategy for establishing an air filter production facility in Kosovo.

### *Senior Consultant*

#### **Private Sector Client – FMCG Brand**

 March 2021 – April 2021

 Latvia/Civitta Latvia

Part of the team of consultants who assessed and contemplated organic and structural growth ideas presented by the client internal team, which generally aimed at increasing the overall market share of the client in particular categories. My added value in this project was assessing the overall local and global market trends regarding particular products and consequently fitting these trends within the clients growth strategy.

### *Senior Consultant*

#### **Private Sector Client – Solar Energy**

 November 2020 – December 2020

 Kosovo

The consultants successfully performed a investment analysis which was part of a thorough feasibility study regarding the establishment of a very big solar plant 100 MW/ 1 Hectare in Kosovo, which upon successful implementation would become the biggest solar plant in Europe. During this project the consultant did a thorough due-diligence regarding this investment project and was able to advice his client professionally through data driven decision making. The project was presented to the Ministry of Trade and Industry of Kosovo – KIESA (Kosovo Investment and Enterprise Support Agency) as it has the potential to qualify as a “Strategic Investment”.

### *Senior Consultant*

#### **Private Sector Client – News Media**

 November 2021

 Kosovo

The consultant evaluated the value of one of the biggest online media portal in Kosovo by using different financial models such as discounted cash flow as well as incorporated the fixed asset value of the business.

## TRAININGS

### *Considering Export Markets - Certificate*

[ITC – International Trade Center](#)

 September, 2020

### *Adding Value to the Origin of Products Through Geographical Indications (GIs) - Certificate*

[ITC – International Trade Center](#)

 September, 2020

### *Preparation and writing of project proposals for IPA funds - Certificate*

[EBRD, Business Consultants Council](#)

 June, 2020

### *Introduction to IoT - Certificate*

[Cisco Networking Academy](#)

 May, 2020

### *Six Sigma Foundations - Certificate*

[LinkedIn](#)

 April, 2020

### *Start a Consulting Business, Grow Your Consulting Business Training Series - Certificate*

[EBRD, Business Consultants Council](#)

 November, 2018

### *Project Management for Consulting, Grow Your Consulting Business*

*Training Series - Certificate*

[EBRD, EYE Helvetas, PCMi, Business Consultants Council](#)

 April, 2018

## CONSULTING PROJECTS

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### *Senior Consultant*

#### Private Sector Client – HoReCa/Turism Industry

 October 2020 – November 2020  Kosovo

Part of the team of consultants who successfully developed a growth strategy and investment proposal regarding the establishment of a recreational/spa/skiing center in one of the most attractive parts of the country regarding mountain tourism. The project was presented to the Ministry of Trade and Industry of Kosovo – KIESA (Kosovo Investment and Enterprise Support Agency) as it has the potential to qualify as a “Strategic Investment”.

### *Project Manager*

#### Private Sector Client – Medical Glove Production

 September 2020 – October 2020  Kosovo

The consultant led the team of consultants who successfully conducted a feasibility study regarding medical examination glove production, by evaluating the market demand in Europe regarding this product as well as providing in depth insight concerning major market players. The consultant also contacted several manufacturers and secured many offers regarding the production machinery; as well as developed a unique financial model that accounts for every financial benefit or implication that arises during the standard operation of a medical glove production plant.

### *Senior Consultant*

#### Private Sector Client – Horeca Industry

 September 2020 – October 2020  Kosovo

Part of the team of consultants who successfully developed a growth strategy and investment proposal regarding one the most iconic hotels in our country. The project was presented to the Ministry of Trade and Industry of Kosovo – KIESA (Kosovo Investment and Enterprise Support Agency) as it has the potential to qualify as a “Strategic Investment”.

### *Project Manager*

#### Private Sector Client – Wood-Processing Industry

 August 2020 – September 2020  Kosovo

The consultant led the project and the team of consultants who successfully conducted an investment appraisal for a specific expansion strategy proposed by the client. After close consultations with the client, consultants proposed an additional expansion strategy which was more feasible and reasonable. The new proposed expansion strategy was proposed to various financing members as well as potential European partners.

## CONSULTING PROJECTS

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### *Project Manager*

#### Private Sector Client – Cosmetics Industry

 July 2020 – August 2020

 Kosovo

The consultant led the project and the team of consultants who successfully proposed a contemporary development strategy based on in depth market analysis regarding cosmetic retail chains in Kosovo. Thus, the team was able to advise the client which is the best possible action plan in the successful implementation of this project considering current and past experiences of the client.

### *Project Manager*

#### Private Sector Client – Metal Processing Industry

 March 2020 – June 2020

 Kosovo

The consultant remotely led the project and the team of consultants who successfully evaluated two separate investment projects (Reinforcement Mesh Production VS Mechanical Fastener Production) and consequently were able to advise the client which one is more lucrative and achievable taking into consideration the experience of the client in metal processing industry. In order to come up with a proposal, consultants analyzed the market of both products, consequently identifying the market gap for both products as well as developed financial projections from both investment projects; and only then the consultants evaluated each investment separately determining which has a higher ROI after taking into consideration the initial seed investment.

### *Project Manager*

#### Private Sector Client – Plastic Processing Industry

 February 2020 – March 2020

 Kosovo

The consultant led the project and the team of consultants who successfully conducted a feasibility study regarding the establishment of a pet preform production plant in Kosovo, by taking into consideration all of the required investments in order to develop an efficient production plant equipped with the latest production technology.

### *Project Manager*

#### Private Sector Client – Tissue Paper Production

 February 2020 – March 2020

 Kosovo

The consultant led the project and the team of consultants who successfully conducted a feasibility study regarding the establishment of a tissue paper production plant in Kosovo, by taking into consideration all of the required investments in order to develop an efficient production plant equipped with the latest production technology. Consultants successfully evaluated several offers presented to the client regarding the production line and were able to consult the client into selecting the most efficient one which had the smallest operational and maintenance cost yet yielded a great output in terms of final products. Taking into consideration that the machine produced a large quantity of product per day namely 65 Tons/Day, consultants provided a thorough regional market analysis as well

## PROJECTS

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### *Project Manager*

#### Private Sector Client – Automotive Industry

 November 2019 – December 2019  Kosovo

The consultant successfully led the project and the team of consultants who developed a business plan for the client and proposed a contemporary development strategy. The main pillar of the development strategy was the marketing plan which included implementing several marketing campaigns and promotion strategies directly proposed by the consultant.

### *Senior Consultant*

#### Private Sector Client – Pharmaceuticals Industry

 October 2019 – November 2019  Kosovo

The consultant was part of the team of consultants who developed a business plan for the client which included a very thorough market analysis of the domestic market regarding pharmaceutical products, including average prices and main market players for product categories.

### *Project Manager*

#### Private Sector Client – Wood-Processing Industry

 September 2019 – October 2019  Kosovo

The consultant successfully led the project and the team of consultants who developed a feasibility study regarding the expansions plans of the client. In addition, while the consultant was engaged in the project, he identified that the client had a great future risk regarding cash generation, consequently he developed a cash management policy for the client which was successfully implemented and had a great impact in the financial health of the company.

### *Senior Consultant*

#### Private Sector Client – Travel Service Industry

 August 2019 – September 2019  Kosovo

The consultant was part of the team of consultants who successfully initiated an organizational change within a travel service provider in Kosovo. The consultants proposed a new organizational structure which gave more independence and authority to the middle staff, enabling the top management of the company to deal only with the long-term strategy of the company and not the operational one. As a result, the performance of the staff was considerably increased as were the company revenues.

### *Senior Consultant*

#### Private Sector Client – Food Chain Industry

 August 2019 – September 2019  Kosovo

The consultant was part of the team of consultants who successfully initiated an organizational change within the company by training the staff of the company to offer better customer service and customer experience. The consultants also assisted the client in promoting and demoting specific individuals after a careful and thorough performance evaluation of each individual.

## PROJECTS

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### *Senior Consultant*

#### Private Sector Client – Metal Processing Industry

 June 2019 – July 2019

 Kosovo

The consultant successfully evaluated the proposed investment project by the client. Consultants analyzed the domestic as well as European market of products ought to be offered by the newly established company. The consultant also developed a financial model which accounted for every financial benefit or implication deriving from the proposed investment project for a forecasted period.

### *Consultant*

#### Private Sector Client – Flexographic Printing Industry

 May 2019 – June 2019

 Kosovo

The consultant was part of the team of consultants who successfully developed a contemporary business plan for the client encompassing every operation, financial implication and benefit of the company in the current state as well as made financial projections which reflected the company goals and plans for a forecasted period. This project was presented to several potential international partners and received a great feedback.

### *Consultant*

#### Private Sector Client – Construction Industry

 Prill 2019 – May 2019

 Kosovo

The consultant developed a very encompassing business plan for a local construction company regarding one of its biggest projects in Prishtina, which was presented to several financing members and received a great feedback. The business plan provided valuable information regarding the profitability of the project as well as all foreseen investments ought to be undertaken in order to successfully implement the project.

### *Consultant*

#### Private Sector Client – FMCG Industry

 Prill 2019 – May 2019

 Kosovo

The consultant was part of the team of consultants who successfully conducted a thorough market analysis of the domestic FMCG market by providing in depth market insights regarding main market players, average prices for different product categories, and the overall market share of the client in this market. The thorough market analysis enabled consultants to develop an expansion strategy for the client by identifying FMCG market segments that had the highest acceptance rate for new products and consequently had the highest potential to be more easily penetrated by the client.

### *Senior Consultant*

#### Private Sector Client – Waste Management Industry

 January 2019 – March 2019

 Kosovo

The consultant conducted a thorough market analysis of the waste management system in place regarding municipal waste collection and treatment and was able to conduct a feasibility study regarding the establishment of a waste management center. The proposed investment project had the potential to qualify as a strategic investment and hence was presented to the Ministry of Trade and Industry of Kosovo – KIESA (Kosovo Investment and Enterprise Support Agency).

## PROJECTS

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### *Consultant*

#### **Private Sector Client – Scaffold Production**

 November 2018 – December 2018

 Kosovo, Austria

The consultant developed an encompassing business plan which included all the financial implications and benefits deriving from the current operation of the company as well as made financial projections for a forecasted year which reflected the goals and the vision of the company for the future. This business plan was presented to several partners and consequently a merger with a leading Austrian scaffold manufacturer was successfully achieved. The partner had great feedback regarding the business plan, by considering it as a bridge between two companies, necessary for considering further co-operation.

### *Junior Consultant*

#### **Private Sector Client – Pharmaceuticals Products Industry**

 September 2018 – November 2018

 Kosovo

The consultant was part of the team of consultants who successfully proposed a development strategy to the client by analyzing the latest trends in the domestic pharmaceuticals products market. The consultant conducted the market research for this project which served as the ground base for the development of the growth/development strategy.

### *Junior Consultant*

#### **Private Sector Client – Construction Industry**

 August 2018 – September 2018

 Kosovo

The consultant was part of the team of consultants who successfully developed a business plan for a local construction company and presented it to a financing member by enabling the client to have access to a preferential loan, necessary to implement the foreseen investments.

### *Junior Consultant*

#### **Private Sector Client – Professional Training Industry**

 August 2018 – September 2018

 Kosovo

The consultant was part of the team of consultants who successfully conducted a feasibility study regarding opening a “Professional Training Center” regarding wood processing. The consultant conducted all the necessary market research in order to professionally evaluate the proposed investment project, by researching the number of students, schools and training centers in Kosovo, the legal aspects of developing an accredited program.

### *Junior Consultant*

#### **Private Sector Client – Pharmaceuticals Products Industry**

 July 2018 – August 2018

 Kosovo

The consultant was part of the team of consultants who successfully conducted a thorough market research regarding pharmaceutical products market in Kosovo. In addition, the consultants were able to develop a product comparison analysis by analyzing all the product offered by the client and its main competitors, hence analyzing the main competitive advantage of the client which enabled him to market his product better and make informed decisions.

### *Junior Consultant*

#### **Private Sector Client – Construction Industry**



## PROJECTS

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### *Junior Consultant*

#### **Private Sector Client – Professional Training Industry**

 May 2018 – June 2018

 Kosovo

The consultant was part of the team of consultants who successfully developed a business plan for a professional training center regarding electricity installation, heating and air conditioning Installation, water supply and sewage installation, mechatronics, welding and metalworking.

### *Junior Consultant*

#### **Private Sector Client – Roller Blind Industry**

 March 2018 – May 2018

 Kosovo

The consultant was part of the team of consultants who successfully developed a business plan, which included a thorough market analysis and market evaluation regarding the introduction of a new roller blind in the domestic market.

### *Junior Consultant*

#### **Private Sector Client – Professional Training Industry**

 March 2018 – May 2018

 Kosovo

The consultant was part of the team of consultants who successfully developed a business plan for a professional training center regarding textile and design, a thorough relevant market analysis was conducted by the consultant in this project.

### *Junior Consultant*

#### **Private Sector Client – Printing Equipment Industry**

 February 2018 – March 2018

 Kosovo

The consultant was part of the team of consultants who successfully developed a business plan for a printing equipment retailer. The thorough market analysis was conducted by the consultant really helped the client to have more information about the market and competitors, hence update his operational and long-term strategy.

### *Junior Consultant*

#### **Private Sector Client – Coffee Shop Chain**

 January 2018 – February 2018

 Kosovo

The consultant was part of the team of consultants who successfully developed a business plan regarding a coffee shop chain in Kosovo, containing an expansion strategy as well as the financial performance of the company which reflected the expansion strategy.

### *Junior Consultant*

#### **Private Sector Client – Professional Education Industry**

 October 2018 – December 2018

 Kosovo

The consultant was part of the team of consultants who successfully developed a business plan for a professional training center regarding bakery cooking. The client was a base ingredient retailer which wanted to expand his operations in the professional training and education related to his field of operation as well. The consultant successfully conducted a thorough market research for this project as well as led the team of field surveyors which were engaged by the company to conduct interviews with several bakeries, regarding this project.