

Curriculum Vitae

Julia Micevska



Personal information

First name / Surname **Julia Micevska**
Mobiles + 389 71 22 96 99
E-mail juliamicevska@gmail.com
Address Boris Trajkovski 1/1 -11, 1000 Skopje
LinkedIn <https://www.linkedin.com/in/jyliam/>
Nationality Macedonian
Date of birth 06 July 1977

Work experience

Dates 01 October 2015 → to date
Occupation or position held **Executive Director & Project Manager**
Main activities and responsibilities General management of the company and projects management.
Consultancy services to SMEs, NGOs and think tanks mainly based in Europe, USA and Asia.
Employer **KOSID MG KONSALTING DOOEL SKOPJE**
Type of business Consultancy services.

Dates 05 July 2014 → 29 September 2015
Occupation or position held **Executive Director & Project Manager**
Main activities and responsibilities Develop and execute strategy for outreach, hunting, attracting and onboarding deserving and qualified innovative entrepreneurs, and start-ups; Designing & managing Incubation and Acceleration programs; Provide high-quality coaching and advisory support to entrepreneurs; Manage the day-to-day; Provide support to entrepreneurs across ideation, acceleration, investment and scale-up stage; Ensure tight management of milestones and progress of entrepreneurs and start-up companies; Guide & support start-ups for fundraising activity; Develop, execute and own an operational and engagement strategy for the entire community including donors, start-ups, investors, corporates, mentors, advisors, and domain experts; Provide continued strategic guidance to entrepreneurs in areas such as business modelling, sales, and marketing, financing, fundraising, overall strategy, operations, etc.; Be the switchboard for entrepreneurs to access relevant resources and connections.
Employer **KOSID DOO Skopje**
Type of business Business Incubator

Dates	06 August 2013 → 30 June 2014
Occupation or position held	Project Manager and Consultant
Main activities and responsibilities	Project management and providing consulting services
Employer	Macedonian Association of Development and Integration, Skopje
Type of business	Non-governmental organisation
Dates	07 April 2010 → 31 July 2013
Occupation or position held	Marketing and Procurement Specialist
Main activities and responsibilities	Preparation of Proposals for Providing Assurance/Audit Services and Transaction Advisory/Consulting Services, development and execution of timely and measurable marketing programs aligned to global strategic priorities of Grant Thornton International. Contribute innovative ideas to the marketing plan, and strategize with the leadership on implementation strategies to maximize ROI in the region (Republic of North Macedonia, Kosovo, and Albania). Manage the continuous collection and update of client and prospect contact information, and lead the process of identifying contact lists for specific marketing programs. Coordination of internal communications activities, including a monthly report of all upcoming eminence activities for the functions, internal calendars, newsletter articles, and printed marketing materials. Directs and coordinates activities of translator engagements in translating IAS and IFRS auditors' independent reports and financial statements, consulting reports and documents, and other material (from Macedonian to English and vice versa) for business establishments, international organizations and diplomatic bodies, ministries, banks, government agencies, NGOs and academic institutions.
Employer	GRANT THORNTON – Republic of North Macedonia, Kosovo & Albania
Type of business or sector	Audit and Consultancy services
Dates	02 January 2006 → 30 March 2010
Occupation or position held	Head of the Project Management and Foreign Policy Department
Main activities and responsibilities	Operational responsibilities include management and implementation of international, EU and national projects, consultancy, training-related activities in the particular fields of civil society, public sector, regional economic development, cross-border cooperation, gender issue, strategic planning, writing reports (Interim and final financial and narrative reports); writing project proposals. Communication with domestic and foreign donors and partners, work in domestic and international networks; Organization and carrying out training for project cycle management, communication, management, monitoring and evaluation, conducting comprehensive analysis, etc. Maintenance of Liaison with the Central Government, Ministries and Local Self- Government authorities, foreign high officials, foreign Delegations, Embassies, Consulates, etc.
Employer	EU Foundation for SME Development (Regional Enterprise Support Centre)
Type of business or sector	Non-governmental, founded and funded by the European Union
Dates	01 October 2003 → 25 September 2004
Occupation or position held	Programme Coordinator
Main activities and responsibilities	Directing, organizing and controlling project activities, attending meetings and assisting with the determination of project requirements; assisting the PM in the drafting and issuance of project proposals, tenders, budgets and preliminary schedules; Preparing project organization and communication charts; chairing site meetings and distribute minutes to all project team members; using project scheduling and control tools to monitor projects plans, work hours, budgets and expenditures; effectively and accurately communicate relevant project information to the donor and project team; keeping the Project Manager (PM) and others informed about project status and issues that may impact donor relations, etc.
Employer	EU Foundation for SME Development (Regional Enterprise Support Centre)
Type of business or sector	Non-governmental, founded and funded by the European Union

Education

Dates	1996 – 2000
Principal subjects / Title of qualification awarded	Bachelor's Degree in Pedagogy
Name and type of organization providing education and training	University St Kliment Ohridski Bitola Bitola, Republic of North Macedonia

Training

Dates	2007
Principal subjects / occupational skills covered	Regional Industry and Local Economy Promotion (Training)
Name and type of organization providing education and training	Japan Government and Japan International Cooperation Agency Hiroshima, Japan

Personal skills and competences

Mother tongue(s) **Macedonian**

Other languages

Self-assessment

Understanding

Speaking

Writing

European level (*)

English

Listening	Reading	Spoken interaction	Spoken production	
C1 Proficient user	C1 Proficient user	C1 Proficient user	C1 Proficient user	C1 Proficient user

AUTHORISED COURT TRANSLATOR FROM ENGLISH TO MACEDONIAN AND VICE VERSA

Serbian/ Croatian

C1 Proficient user	C1 Proficient user	C1 Proficient user	C1 Proficient user	C1 Proficient user
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(*) [Common European Framework of Reference \(CEF\) level](#)

English language studies

Dates	2001 – 2003 & 2004 – 2006
Principal subjects / occupational skills covered	English Language Studies
Name and type of organization providing education and training	University of Kent, Adult Education Centre - Canterbury, (United Kingdom) Victoria English College - London (United Kingdom)

Other skills and competences

Social skills and competences	Working in multicultural and international environments for more than 20 years; taking initiative; prioritizing and switching between tasks with flexibility; accuracy and attention to detail; strong interpersonal and cultural awareness skills; and the capacity and assurance to complete tasks on time and under pressure.
Technical and computer skills and competences	Excellent ability to manage any hardware and software.
Other competences	<ol style="list-style-type: none"> 1. Accredited co-organizer of Start-up Europe Week for the Republic of North Macedonia. 2. European Centre for Women in Technology N-PoC for the Republic of North Macedonia. 3. UK Customer Satisfaction Awards 2018 and 2019 Judge, The Institute of Customer Service London, United Kingdom 4. Japan International Cooperation Association JICA Alumni- Maks Jams Skopje. 5. Member of Association of Women Managers ELIT Skopje – Advocating and mobilising action on the UN Sustainable Development Goal 5 – Gender Equality.

Diplomas/ Awards:

- East West Institute (EWI), USA/ Award for Cross-border Development;
- GTZ, Germany/ Award for Local and Cross- border Development;
- United Nation Development Programme (UNDP)/ Award for Local Development;
- Macedonian Centre for International Cooperation/ Award for Sustainable Development “HERT JAN SAN APELDRA” Award;
- Diploma in Finances for Small businesses, issued by the Ministry of Finances of the Republic of North Macedonia

Certificates:

- General Management, issued by DETRA Centre- Skopje;
- Marketing for Small and Medium Enterprises, issued by Idea Plus DDB- Skopje;
- A policy of Regional Industry Promotion for Southeast European Countries, issued by the Japan Government and the Japan International Cooperation Agency;
- EU Grants, issued by CBIB Cross Border Institutional Building;
- EU Pre-accession funds- Project Proposals Preparation, issued by Economic Chamber of Republic of North Macedonia and CHRONOS info;

Publications:

1. Status of and obstacles faced by the local SME sector, Bitola 2007;
2. Study for the SME sector cross-border area Bitola, Bitola 2008;
3. Business Guide, Investing in the Region 2009.

Project Management:

1. **Social employment benefits**, funded by World Bank.
2. **Closes to your needs – development of SMEs and the regional economy**, funded and supported by the European Agency for Reconstruction and GFA Consulting Group, Germany.
3. **Economic Body` Prespa - promotion of sustainable economic development in the cross-border region, the Euro-region Prespa/ Ohrid**, funded by SIDA.
4. **Maintaining a dialogue between the cross-border cooperation communities in the high education sphere, the mediums, and the NGO sector**, funded by SIDA.
5. **Emphasizing the local self-government and research institutional forms towards the regional cross-border cooperation**, funded by GTZ.
6. **Mutual activities umbrella for cross-border economic cooperation support**, funded by GTZ.
7. **Training of service centres personnel for development of the SME in the Mediterranean Basin, in the Middle East, and the Balkan countries**, funded by the Italian Government and the Mondiapresa institution.
8. **Project for large-scale social-economic development**, funded by the European Agency for Reconstruction.
9. **Program for entrepreneurial support and the attracting of foreign investments**, funded by the Ministry of Economy of the Republic of North Macedonia.
10. **Cross-border institutional building (Prespa-Ohrid Euroregion)**, funded by SIDA.
11. **Support of the municipalities, entrepreneurial development and self-employment, Bistrica**, funded by UNDP.
12. **Outreaching problems and obstructions of the newly founded enterprises**, funded by the Ministry of Economy of the Republic of North Macedonia.
13. **Consultant services for SMEs**, funded by the Ministry of Economy of the Republic of North Macedonia.
14. **Promotion of agribusiness, like the foundation for support of the rural development**, funded and supported by GTZ – cross-border cooperation.
15. **Development of the common activities between Technological Education Institute from Florina, Greece and Faculty of Technical Sciences from Bitola**, funded by the INTERREG III.
16. **Project for vouchers consulting for SMEs in the Republic of North Macedonia**, funded by the Ministry of Economy of the Republic of North Macedonia.
17. **Entrepreneurial activities promotion in the Bitola Region with possibilities for foreign direct investments**, supported by the Cooperation Development Program of the Ministry of Foreign Affairs of Greece (Hellenic AID).

18. **Business Startup Centre and Business Incubator**, supported by former ATA (Academic Training Association) - presently SPARK and Dutch Government project.
19. **Opening opportunities for start-up businesses and self-employment in the rural areas**, funded by the Ministry of Economy of the Republic of North Macedonia.
20. **Entrepreneurial Information Centre for SME's development in the Cross-Border Region**, funded by the EU.
21. **Recycling and Material Recovery: Regional Environmental Management Capacity and Infrastructure**, funded by the EU.
22. **Integrated Program for the support of the cross-border business activity between Greece-Macedonia in the Sector of International commerce & Logistics**, funded by the EU.
23. **Kilkis Chamber of Commerce & Industry, Promotion of alternative tourism routes in the CBC areas**, funded by the EU.
24. **Professional Chamber of Thessaloniki, Recording and monitoring of business transactions to promote cross-border business cooperation and networking of SMEs in the Prefecture of Thessaloniki and the Republic of North Macedonia**, funded by the EU.
25. **Gender dimension in Education II**, funded by Kvinna till Kvinna.
26. **The search for beauty in the diversity of cultural heritage**, funded by GTZ.
27. **Women in Decision-making Positions**, funded by the Ministry of Economy of the Republic of North Macedonia.
28. **Platform - Women in Decision-making Positions**, funded by the Ministry of Economy of the Republic of North Macedonia.
29. **Kitchen on wheels**, funded by the EU.
30. **In Room Preview Project**, funded by the FITR.
31. **Rely On Youth**, funded by the EU.

References

Mr Henri Malosse

30th President of the European Economic and Social Committee (EESC), Senior Consultant in European projects, Visiting professor at the Universities, Honorary Chairman of "Vocal Europe", Chairman of the Board of the Jean Monnet Association
 74, route de la Corniche
 20200 Santa Maria di Lota (Corse), France
Henrimalosse@hotmail.com +33612243754

Prof. Rudy Aernoudt

Chief Economist at the European Commission, Professor of Corporate Finance at the Universities of Ghent and Nancy
 Sint-Pietersplein 7
 9000 Gent, Belgium
raernoudt@gmail.com +32495266596

Ms Madhu Sharma

Former UK Member of the European Economic and Social Committee and Founder and President of the Madi Group, a group of private companies, social enterprises and NGOs
 24 Scrivelsby Gardens, Nottingham NG9 5HJ, United Kingdom
madi@madisharma.org +447885306711