



Andjelo Lazarevski

Date of birth: 02/02/1988 |

Nationality: Macedonian/citizen of the Republic of North Macedonia | **Gender** Male |

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<https://www.linkedin.com/in/andzelol/> |

Dimo Hadji Dimov 32, 1000, Skopje, North Macedonia

● WORK EXPERIENCE

01/06/2019 – CURRENT – Skopje, North Macedonia

CLIENT RELATIONS MANAGER – PASSWORD PRODUCTION

- Building long-term relationships with key clients;
- Effectively and efficiently resolving client complaints and conflicts;
- Build positive and productive relationships with clients for business growth;
- Schedule regular meetings, discussions, teleconferences and visit client offices to strengthen the relationships;
- Understand client needs and customize existing business programs to meet their needs;
- Provide client support and handle client communications effectively;
- Address client concerns promptly and professionally;
- Discuss business contracts and cost with clients;
- Ensure that client requests are handled timely and accurate;
- Develop new strategies to improve client satisfaction;
- Maintain up-to-date knowledge about company products and services.

Arts, entertainment and recreation | lazarevski@password.mk | www.password.mk |

8 Udarne Brigada 39, 1000, Skopje, North Macedonia

01/10/2015 – CURRENT – Skopje, North Macedonia

EVENT MANAGER – PASSWORD PRODUCTION

■ Event organization (Production, logistic, hospitality)

- TAKSIRAT FESTIVAL, Skopje (2015, 2016, 2017, 2018, 2019);
- Zlatna Bubamara na Popularnosta, Skopje (2016,2017,2018,2019,2020);
- Green Beach Festival, Ohrid (2016, 2017, 2018, 2019);
- D Festival, Dojran (2016,2017,2018, 2019,2020);
- Vevchani Carneval, Vevchani (2017);
- Pin Music Conference, Skopje (2015, 2016, 2017, 2020);
- Kraftwerk 3D concert, Skopje (2018);
- André Rieu concert, Skopje (2019);
- Skopje Beer Fest, Skopje (2019);
- When in Krushevo 2, Krushevo (2018).

Arts, entertainment and recreation | lazarevski@password.mk | www.password.mk |

8 Udarne Brigada 39, 1000, Skopje, North Macedonia

10/08/2015 – 13/08/2018 – Skopje, North Macedonia

SALES AND EVENT MANAGER – MKTICKETS

- Development, production and delivery of projects from proposal right up to delivery.
- Setting, communicating and maintaining timelines and priorities on every project
- Communicating, maintaining and developing client relationships
- Managing supplier relationships
- Managing operational and administrative functions to ensure specific projects are delivered efficiently
- Providing leadership, motivation, direction and support to the team
- Ensuring excellent customer service and quality delivery

Wholesale and retail trade; repair of motor vehicles and motorcycles | info@mktickets.mk | www.mktickets.mk |

Vladimir Komarov 6-3/16, 1000, Skopje, North Macedonia

1. Considering matters with awareness of University strategy and a commitment to its further development and achievement;
2. Constructively engaging in discussions with direct knowledge and experience of academic practice at „SS. Cyril and Methodius“;
3. Maintaining a broad awareness of the external challenges facing „SS. Cyril and Methodius“ and considering the implications of these for future academic strategy and practice;
4. Ensuring that quality and standards are maintained in all the University's academic activities;
5. Always prepared to constructively challenge the proposals put to Senate;
6. Providing a mechanism for communication of Senate business to and from colleagues in the faculties and to raise the awareness of the work of Senate within the faculties;
7. Participating in all Senate-related activities, events and/or working parties;
8. Enabling effective committee work across the University to help implement and embed the University Strategy.

Education | ukim@ukim.edu.mk | www.ukim.edu.mk | Goce Delcev 9, 1000, Skopje, North Macedonia

11/2011 – 01/2017 – Skopje, North Macedonia

PRESIDENT – STUDENT PARLIAMENT OF THE FACULTY OF ELECTRICAL ENGINEERING AND INFORMATION TECHNOLOGIES

- Leader of the Students' Parliament at FEEIT with main goal to represent the students before all institutions locally, nationally and internationally.
- Managing with the Executive Board of the Student Parliament of the Faculty of Electrical Engineering and Information Technology.
- Member of the Management Board of the Faculty of Electrical Engineering and Information Technology.
- Member of the Educational and Scientific Council of the Faculty of Electrical Engineering and Information Technology since 2011.
- Member of the Center for New Students at the Faculty of Electrical Engineering and Information Technology since 2010.
- Promote the Students' Parliament actively, raising student participation.
- Establishing a lot of partnerships with other similar organizations and many companies.
- Organizing and participation in activities, events and campaigns such as

📅 **Elektrijada** (International Electrical Engineering Students' Gathering),

Through its programs Elektrijada promotes a wider sphere of all active student life – scientific research, knowledge competitions, sports competitions, educational programs, fun and fellowship.

📅 **Macedonian Students' Sports Games**. National multi-sport event, organized for university athletes by the Student Union at Ss. Cyril and Methodius University.

📅 **Contact - Job and Internship Expo**. Contact career expo is an event organized by the Student Parliament of the Faculty of Electrical Engineering and Information Technologies (SPFEEIT) in Skopje, Macedonia to bring companies and students together to exchange information and find mutual interests to further build on.

Education | spfeit@feit.ukim.edu.mk | www.sp.feit.ukim.edu.mk |

Rugjer Boshkovic bb, 1000, Skopje, North Macedonia

15/09/2010 – 10/02/2013

DATA ENTRY OPERATOR – FEEIT(FACULTY OF ELECTRICAL ENGINEERING AND INFORMATION TECHNOLOGIES)

Data entrance and maintenance of student data

Education | contact@feit.ukim.edu.mk | www.feit.ukim.edu.mk |

Rugjer Boshkovic 17, 1000, Skopje, North Macedonia

● EDUCATION AND TRAINING

01/10/2018 – 23/06/2020 – Vernadsky Prospekt 84, Moscow, Russia

MSC IN GLOBAL LEADERSHIP – Russian Presidential Academy of National Economy and Public Administration

General:

International business strategy, Managing people in multinational organizations, Analyzing international digital data, Strategies for sustainable development, Economics and business finance

Occupational:

Mergers and acquisitions, Company evaluation, Global Strategic Marketing, Corporate Finance

Field(s) of study

◦ Global Leadership

Cum laude | Russia as an emerging market for Green Bonds | EQF level 7 | Master of science |

<https://www.ranepa.ru/eng/>

15/09/2006 – 17/11/2015 – Ruger Boshkovikj 18, Skopje, North Macedonia

BACHELOR AT THE FACULTY OF ELECTRICAL ENGINEERING AND INFORMATION TECHNOLOGIES – Faculty of Electrical Engineering and Information Technologies

General:

Mathematics, Physics, English

Occupational:

Microcontrollers, Electronics, Digital and Audio Processing, PLD & FPGA, Embedded systems

Field(s) of study

◦ Electronics, Radiotechnics and Signal Processing

6.78 | Digital OscilloscopeS | EQF level 6 | Bachelor of science | <https://feit.ukim.edu.mk/en/>

● LANGUAGE SKILLS

Mother tongue(s): MACEDONIAN

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C2	C2	C2	C2	C2
SLOVENIAN	B1	B1	B1	B1	B1
RUSSIAN	A1	A2	A1	A1	A1
SERBIAN	B2	B2	B2	B2	B1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● DIGITAL SKILLS

Google Drive | Microsoft Office | Social Media | Customer Experience Management | Performance Monitoring | Knowledge of HTML CSS | Research and Strategy | Data Science & Data Analytics | Project Drafting and Reporting

● NETWORKS AND MEMBERSHIPS

Memberships

- **September 2010 - Present**
Student Parliament of the Faculty of Electrical Engineering and Information Technology Skopje (SPFEEIT)
- **September 2010 - Present**
Electrical Engineering Student's European Association Local Committee Skopje (EESTEC LC Skopje)
- **June 2014 – Present**
Rotaract is a service club for young men and women ages 18 to 30 who are dedicated to community and international service.

● DRIVING LICENCE

Driving Licence: AM

Driving Licence: B

● ORGANISATIONAL SKILLS

Organisational skills

- Leadership (President of Student Parliament of Faculty of Electrical Engineering and Information Technologies 2012-2016);
- Sense of organization (experience in logistics);
- Organizer of EPE-PEMC Conference 2010
- Main organizer for many student events like:
Robomac (2010, 2012, 2013, 2014, 2015, 2016)
Feel the energy 2 (2011)
Code Up, Level Up (2012)
Job and Internship expo "Contact" (2014, 2015, 2016, 2017, 2018, 2019)
Freshman's party "Brucoshka zabava" (2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019)
- Organization Board Member on the NASA international space apps challenge (2014, 2015)
 - 5+ years experience in project and team management;
 - Coordination and administration of people gained as Board member responsible for Human Resources in NGO EESTEC LC Skopje (February 2011 - March 2012)
 - Good team-leading skills gained as a Board member of IEEE Student Branch Macedonia (November 2011 - November 2012)

● COMMUNICATION AND INTERPERSONAL SKILLS

Communication and interpersonal skills

- Excellent communication skills gained through my 6+ years experience in NGO (Non Governmental Organizations)
- Exceptional ability to adapt to multicultural environment, acquired through travelling in countries

● RECOMMENDATIONS

Nikola Jankulovski – Rector of the Ss. Cyril and Methodius University in Skopje – n.jankulovski@ukim.edu.mk – (+389) 70 220102

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Elena Stepanova – Senior managing director @ БЭБ.ПФ – estepanova@me.com – (+7) 9651997295

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Andrej Nikolov – President at EESTEC LC Skopje 2012/13 – andrejnokolov99@gmail.com – (+389) 78547424

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