

# OLIVERA PANDAREVIKJ

Business development manager/director

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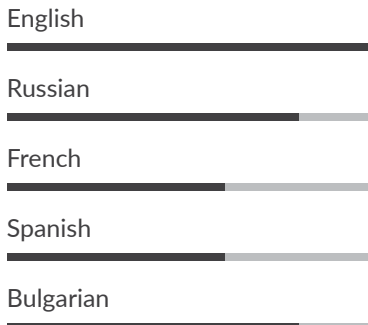
olivera.pandarevikj@gmail.com



## + EDUCATION

- International Slavic University  
"Gavril Romanovich Derzhavin"  
2014  
MASTER OF PSYCHOLOGY
- INSTITUTE  
Voronezh  
2009  
PSYCHOLOGIST (GENERAL  
PSYCHOLOGY)

## + LANGUAGES



## + SKILLS



## + HOBBIES

- Playing quizzes, cooking, admirer of architecture and art

## + ABOUT ME

Dynamic and results-driven professional with a compelling record in entrepreneurial leadership and business development. Spearheaded the inception and growth of a start-up kindergarten in early 2020, strategically expanding its footprint into a comprehensive educational center. Pioneered a sustainable financial model by seamlessly transitioning graduating kindergarten students into the educational center, fostering continuous growth and increased profitability.

In parallel, successfully established and operationalized a non-profit organization in collaboration with key stakeholders. This NGO, intricately linked with educational initiatives, embodies a commitment to community welfare and educational advancement.

Proven ability to conceptualize, strategize, and execute projects that not only ensure financial viability but also contribute meaningfully to the community. Seeking a new challenge as a Business Development Manager, leveraging a unique blend of educational entrepreneurship, strategic planning, and partnership cultivation to drive organizational success.

## + WORK EXPERIENCE

- Private kindergarten „Mali Cekori" and educational center „Spectrum" MAR 2020 - PRESENT  
Bitola  
**BUSINESS DEVELOPMENT MANAGER/ DIRECTOR**  
  
Strategic Development and Leadership:
  - Implemented a visionary financial model, seamlessly transitioning graduating kindergarten students into the educational center, resulting in continuous growth and enhanced profitability.Operational Excellence:
  - Managed all aspects of operations, including contract negotiation, documentation, and maintaining strong relationships with clients.
  - Successfully managed Erasmus SCH 210 projects and achieved the projects scheduled goals and implementation.
  - Coordinated a diverse team of employees, conducting interviews, cultivating collaborations with nursing schools and educational faculties, and providing opportunities for youth to develop careers within the brand.Community Engagement and Partnerships:  
Established and operationalized a non-profit organization, „Equilizer" in collaboration with stakeholders, reflecting a commitment to community welfare and educational advancement.  
Fostered partnerships with nursing schools and educational faculties, creating programs to involve youth in the brand and facilitating career development opportunities.  
Event Management and Fundraising:  
Orchestrated diverse events and donation campaigns, contributing to the brand's elite status in the private education sector.  
Developed and implemented learning programs, collaborating with teachers, and overseeing the procurement of equipment, ensuring a holistic learning environment.  
Autonomous Organization:  
Successfully organized and executed all aspects of maintaining an elite private kindergarten and educational center independently.  
Demonstrated versatility by handling diverse responsibilities, from coordinating with teachers to purchasing equipment and managing day-to-day operations.
- Bitola APR 2022 - PRESENT  
**DEPUTY CHAIR AT THE WOMEN ENTREPRENEUR COUNCIL**  
  
Organized and facilitated impactful training sessions and workshops aimed at developing soft skills and generating innovative business ideas. Represented the Council at a national level through persuasive presentations, effectively articulating and advocating for initiatives that contribute to the growth of women-led businesses.
- Center for development MAR 2016 - SEP 2020  
Bitola  
**PSYCHOLOGIST**  
  
My responsibilities included conducting individual and group therapy sessions, administering psychological tests, and providing insightful recommendations to parents and educators. Represented the center at prestigious national conferences, showcasing successful interventions and fostering collaborations.
- Clinic Hospital Dr. Trifun Panovski MAR 2010 - SEP 2012  
Bitola  
**PSYCHOLOGIST**  
  
Providing compassionate and effective mental health. In my role, I skillfully conducted psychotherapy sessions, implemented evidence-based interventions, and facilitated workshops aimed at enhancing emotional intelligence and resilience. Groundbreaking marketing initiatives to destigmatize mental health issues, resulting in heightened community awareness and increased utilization of available services. Represented the department at national forums through persuasive presentations, advocating for improved mental health resources and support.
- Skopje MAR 2008 - NOV 2008  
**REHABILITATION SPECIALIST**  
  
Integrating international perspectives into addiction rehabilitation methodologies, demonstrating adaptability and local and national engagement.