

CURRICULUM VITAE

KIRIL MINOSKI

Petar Deljan 5 3/1 * 1000 Skopje, Macedonia * 389 70226756 * kirilm@yahoo.com

PROFILE

- 15 years experience in Project Management, Labor Market Reform, Workforce Development, International trade and finance
- Analytical and detail- oriented, able to identify and implement process improvements that increase accuracy, consistency and efficiency
- Well organized, able to prioritize and generate results to achieve organizational objectives with in time and budgetary expectations
- Skilled in working effectively with diverse groups at all organizational levels to achieve common objectives
- Participation/ speaker on the numerous trade fairs, conferences, trainings all over the world and experience in business development
- Experience in working for/with the big international companies

PROFESSIONAL EXPERINECE

2006 - Ongoing **Booz Allen &Hamilton - Macedonia Business Environment Activity//USAID - Manager of the component for labor market and pension reforms**

- Design, promotion and implementation of the active labor market measures
- Establishing of the legislation for more flexible labor market
- Transformation of the Employment Service Agency in Macedonia (organizational structure changes, capacity building, design and promotion of the ICT solutions)
- Creation of the employment policies and implementation of the labor information system
- Development of the economic and social dialogue on the national and local level
- Implementation of the third pension pillar and capacity building for the Macedonian Agency for Fully Funded Supervision (MAPAS)
- Establishing and the development of the Private Credit Bureau

2002- 2006 **Booz Allen &Hamilton - Macedonia Competitiveness Activity//USAID - Human Recourses/ Financial Manager**

- Human Resource Management
- Financial Management (financial statements, financial projection and financial analysis)

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2000-2002 **Booz Allen & Hamilton - Macedonian Banking Project//USAID**
- **Deputy Project Manager/Acting Chief of Party**

- Consulting activities related with implementation and promotion of Payment System Reforms
- Assistance in finding solutions for operational problems in the Deposit Insurance Fund of Macedonia and conceptualization of marketing and promotional activities of this institution
- Involvement in preparation of feasibility study for project for establishing of National Payment Card of Macedonia and in defining of marketing and promotional campaign strategy
- Implementation of IAS, improvement of treasury work in the commercial banks, assets and liability management training for Macedonian Bank for Development Promotion, training for Credit Risk Management and implementation of IAS in the banking sector
- Managing with the project in the period of 5 month

1997-1999 **ORKA TRADE DOOEL Skopje, Macedonia**
 Manager of Export-Import Department

- Managing of the company export-import department (bank procedures, transportation, custom procedures, managing the relations with the foreign partners)
- Sales analysis and participation in defining of business development strategy
- Responsibility for implementation of foreign partner "brand" strategies on the local market
- Training of the sales staff in accordance with the guidance received on the international marketing and sales seminars
- Identification if the potential business partners attractive for the Macedonian market in the apparel, footwear and fashion industry

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OTHER RELEVANT PROFESSIONAL EXPERIENCE

Sep- 08 – World Bank BizCLIR Report – drafting of the part for Labor Market

Oct 07 – Dec 08 – European Training Foundation – Preparation of the report for Social Dialogue and VET in Macedonia

Feb 06-Dec 06 EAR Employment Policy (Phase II) in Macedonia - Swedish National Labor Market Board (AMS) and the Gesellschaft für Versicherungswissenschaft und – gestaltung (GVG). **Senior Training Expert** - analyzing the training needs for ESA staff, development of the training plan and training implementation

Jan 07 – March 07 – World Bank – Doing Business Report , Senior Consultant - Preparation of the case study for the Law on the labor relations that will be the part of Doing Business publication, that will be published in a forthcoming volume of the Bank entitled, "How to reform."

April 05 – May 07 – BS Co Serbia - Business Development Consultant – Preparation and implementation of the strategy for distribution of products for wide consumption (apparel, footwear, glassware, cosmetics items) from Brazil and China for countries from the Former Yugoslavia(identifying of the suppliers, visit of the suppliers, negotiations and contracts, development of the distribution channels)

Kiril Minoski is founder and General Secretary of the **Macedonian human resource association**, that is associate member of the European and World Association for People Management, aiming to develop and standardize the HR management profession and to animate the importance of the people management

EDUCATION

Labor Market Information and Analysis Training – ILO Training Center, Turin, Italy, March 2009

CFA Level I Candidate – June 2009

PhD in Economics – Faculty of Economics, Skopje, 2009 - Labor Market Flexibility (case study Macedonia) ongoing

Postgraduate European Studies– Master of economic science, 2005

Faculty of Economics-Skopje, Macedonia, University Antwerpen-Belgum,

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Staffordshire University- UK, University Barenis- Italy

Master Thesis - Role of the IMF in the process of transition in the countries from Eastern and South-Eastern Europe and in the EU Accession Process

University St.Kiril and Methodius, Faculty of Economics, Skopje, Macedonia, Focus of the studies: Management, Bachelor 1996