

Curriculum vitae

1. **Family name:** Taseva
2. **First name:** Valentina
3. **Date of birth:** 14 May 1969
4. **Nationality:** Macedonian
5. **Civil status:** Married
6. **Telephone:** h.+389 2 2431 826; w.+ 389 2 3 130 900; mob. +389 70 260 610
7. **E-mail:** valentina.taseva@semos.com.mk
8. **Education:**

Institution [Date from - Date to]	Degree(s) or Diploma(s) obtained:
Faculty of ElectroTechnical Engineering Skopje Computer Science 1987 – 1993	Bachelor of Science Electrotechnical Engineer
IEDC Bled School of Management June 2005 – Dec 2006	International Executive MBA
Macedonian Consulting Association MCA 2000 Jun 2009 - Mar 2010	Certified Management Consultant CMC

9. **Language skills:** Indicate competence on a scale of 1 to 5 (5 - excellent; 1 - basic)

Language	Reading	Speaking	Writing
English	5	5	5
Macedonian	5	5	5
Serbian/Croatian	5	5	5

10. **Present position:**

Semos Education: Managing Director

ClearView BTC: Owner and Business Development Manager

Semos ALTS: Owner and Business Development Manager

11. Professional experience

Date from - Date to	Location	Company	Position	Description
1997 - current	Skopje, Macedonia	Semos Computers Education Center	Managing Director	<ul style="list-style-type: none"> • Strategic planning of company development, structure and activities. • Continuous planning and follow-up of the company's financial results. • Business contacts with current and potential customers and other stakeholders. • Operative coordination and control of the ongoing activities. • Sales activities and contacts with key accounts.
Jan 2007 – current	Skopje, Macedonia	Clear View BTC	Business Development Manager	<ul style="list-style-type: none"> • Strategic planning of company development and human resource structure. • Continuous planning and follow-up of the company's financial results. • Designing and development of company products and services • Operative coordination and control of the ongoing activities. • Sales activities and contacts with key accounts.
November 2007 - current	Tirana, Albania	Semos ALTS	Business Development Manager	<ul style="list-style-type: none"> • Preparation of periodical business plans • Operative coordination and control of the ongoing activities. • Strategic planning of company development, human resource structure and activities. • Continuous planning and follow-up of the company's financial results. • Planning, designing and development of company products and services • Presentation of the company in front of the key accounts.

1993 – 1997	Macedonia	Login Sistemi	Education and Technical Support	Computer Education and Technical Support
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12. Other skills:

Management skills

- Leadership
- Negotiation skills
- Developed communication skills
- Developed analytical skills
- Developed sales skills
- Team work

Training skills

- Advanced training skills
- Presentation skills
- Communication skills
- Organization, preparation and supervision of training process for IT training
- Organization, preparation and supervision of executive management training.

Personal skills

- Capability to work a lot and under pressure
- Capability to make important decision based on analytical thinking and experience
- Honesty
- Integrity
- A lot of energy
- Fairness dealing with others
- Strong readiness to learn and self develop
- Capability to establish strong relationships with all stakeholders
- High level of commitment
- Capability to motivate employees
- Creativity

IT skills: MS Office

13. Years within the firm: 13 years at SEMOS Education

14. Key qualifications:

IEMBA

CMC

15. Specific experience in the region:

Country	Date from - Date to
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Macedonia	November 2010
	Trainer for “Improvement and development of management skills”, based on Adizes Methodology Client name: Notos, Skopje
Macedonia	April 2009 – Jul 2009
	Coordinator at “Macedonia – Living Memories”, project founded by Vivaldi L and TAM/BAS Program
Macedonia	May 2009 – October 2009
	Project Manager of the project: “Introduction and implementation of IIOSS methodology and product for the territory of Macedonia”
Macedonia	August 2007 – November 2007
	Project Manager of the project: “Creation and operation of the greenfield company for IT training and other IT services in Tirana, Albania”
Macedonia	August 2004 – Mart 2005
	Project Manager of a project founded by e-BIZ PROJECT/EDC Macedonia - USAID Macedonia: “Creation and operation of a financially self-sustaining Executive Management Training Center”
Macedonia	December 2004
	Project Manager of the project ”Impementation of Adizes TopLeaf Program in Macedonia”
Macedonia	Jul 2004 - April 2005
	Project Manager of a project founded by European Agency for Reconstruction: “Development of Computer skills - Programme for unemployed / Pilot Project in Support of Employment Policy”
Macedonia	September 2003
	Trainer at SEED and OSCE: Training “Human Resource Development”

16. Visited conferences and trainings:

Macedonia	September 2001
	Deutsche Gesellschaft fur Technische Zusammenarbeit “Personal Stiles in Comunication and Leadership”
Macedonia	October 2001
	Management Akademie Munchen International “Management, Organization, Leadership, Communication”
Macedonia	December 2001
	Deutsche Gesellschaft fur Technische Zusammenarbeit “Intercultural Communication as a Part of Business cooperation”
Macedonia	December 2001
	Industrial Property Protection Burey of the Republic of Macedonia “Workshop – Intellectual Property Protection and Development“
France	February 2002
	Franklin Covey & Microsoft “Helping Clients Succeed – Business Development Strategy and Skills”
Macedonia	May 2002 – Mar 2003
	SEED “CFO Development Program”
Bosnia and Herzegovina	October – November 2002
	SEED and ISTUD Milan Italy “Entrepreneurship – Faculty Development Program”

Serbia	February 2003
	Firma2000 Ltd. Warsaw, Poland “Developing Consulting as a Business”
Macedonia	March 2003
	Firma2000 Ltd. Warsaw, Poland “Marketing skills TTT”
Macedonia	April 2003
	SEED “Human Resource Management”
Macedonia	December 2004
	Adizes Institute & Semos Education “How to define an organization’s mission”
Slovenia	Jun 2005 – Dec 2006
	IEDC Bled School of Management, Slovenia Postgraduate studies “International Executive MBA”
Macedonia	November 2007
	Brian Tracy, “Profit Maximizing Strategies in 21 century”
Macedonia	Jun 2008
	ClearVlew BTC, Adizes Top Leaf Program
Macedonia	March 2009
	Clear View BTC, Financial planning of investments
Macedonia	May 2009
	Andy Owen, master class: “Discover the secrets for direct marketing”
Macedonia	April 2009
	Rowan Gibson, “Strategies for growth and profit”
Macedonia	June-July 2009
	TAM-BAS and USAID, “CMC Preparatory training course”
Macedonia	September 2009
	Dr.Philp Kotler “Challenges of the marketing in the 21st century”
Macedonia	September 2009
	IIOSS KK, Tokyo, Japan, IIOSS Seminar/workshop entitled: “How to become a global company”

17. Other relevant information:

Award: One of the Top 10 Women Managers in 2004 year.