

Name:	Mr Darko Ivanić
Position for this Contract:	Team Leader, Key Expert & Lead Trainer (Economic Development)
Nationality:	Bosnian
Contact information:	+387 / 61 / 722-766, darko@crp.org.ba
Countries of Work Experience:	Bosnia and Herzegovina
Language Skills:	Bosnian/Croatian/Serbian, English

Educational and other Qualifications:	Institutions:	University of Tuzla, Faculty of Economics, Bosnia and Herzegovina
	Date:	
	From (months/year)	September 1996
	To (months/year)	September 2000
	Degree:	Bachelor of science in economics
	Institutions:	Gymnasium "Mesa Selimović" in Tuzla, Bosnia and Herzegovina
Date:		
From (months/year)	September 1992	
To (months/year)	May 1996	
Degree:	Classical Gymnasium	

Summary of Experience: Highlight experience in the region and on similar projects/services.

Mr. Darko Ivanić is experienced consultant in strategic planning of local economic development (LED), creation of LED plans and operationalization of economic development projects based on LED strategic plans such as: Business support center, One-Stop-Shop for SMEs, Info Centre, and Centre for Industrial Technologies and Innovation. His career includes 9 years of expertise in technical assistance to local and regional governments in strategic planning (structuring, coaching, oversight, component drafting and facilitation). His understanding of local economic policies and institutional capacities of local/regional administrations, positioned him to facilitate and be a member of different working groups for creation and revision of local economic development plans and strategies. Through his work, he had extensive cooperation with Chambers of Commerce, Chamber of economy, Trading associations, and Employment services.

Mr. Darko Ivanić has exceptional team leading skills, gain through supervising, managing, capacity building and development of 15 members' of economic development team. He is recognized team leader in planning and organizing activities within the economic development department, capacity building of external associates and project partners, as well as for recruitment of new staff within the department. He has leading role in creation of a detailed implementation plans and responsibility for execution and follow-up of these plans.

His 8 years of training experience in the field of strategic planning and small business management, resulted in more than 200 persons trained to understand and cope with challenging economic and business development environment. He has valuable experience in training of local/regional governments, as well as other business stakeholders and marginalized target groups. His organizational and planning skills are recognized and used as valuable asset in training organization, planning and delivery.

Experience in Project Cycle Management and implementing local economic development measures that includes: preparation of project proposals funded by EU & USAID, fundraising, project management, monitoring, reporting and project evaluation, gained working within Association Centre for Development and Support and Mercy Corps at the position of Project Manager.

Experience in SME consulting services, including: support in start-up or enhancement of existing small businesses, Cost/Benefit analysis development, business management advising, conducting market surveys, economic micro-region analysis and consideration of micro-region development issues, gained working within Mercy Corps and Brčko District Development Agency. His knowledge on international quality standards (ISO 50001, ISO 9001, HACCP, GLOBALGAP) is valuable asset used in consulting of business stakeholders on sustainable economic development (ISO 50001 Lead Auditor Certified by Bureau Veritas). Experience in working with private sector on new markets development, organizing the process of products export, conducting market surveys, organizing the exposure at international furniture fairs, the leadership of the negotiation process with strategic buyers, creation of the financial plans, introducing and implementation of international quality standards (ISO 9001) and controlling the plan realization based on regular monitoring and evaluation, gained working within Furniture production company "Konjuh" Živinice.

Experience, knowledge and expertise relevant to the ToR (From most recent):		
Period: From – To	Name of activity/ Project/ funding organisation, if applicable:	Job Title and Activities undertaken/Description of actual role performed:
April 2010 - until present	Association of Centres for Development and Support (CRP), Tuzla, B&H	<p><i>Job Title: Project Manager/ Economic Development Department Team Leader/Business Development Trainer</i></p> <ul style="list-style-type: none"> – Overall responsibility for the management of economic development projects – Responsibility for planning and organization of the activities within the economic development department including team management. – Responsibility for the capacity building and development of team members, external associates and project partners, as well as for recruitment of new staff within the department. – Leading role in creation of a detailed implementation plans and responsibility for execution and follow-up of these plans. – Leading role in creation of monitoring, reporting and evaluation framework and tools to enable detailed and systematic tracking of Key Personal Indicators. – Responsibility for permanent evaluation of the project results in accordance with Key Personal Indicators, and incorporation of the best practices and lessons learned in further implementing methodology. <p>Specific activities and projects:</p> <p><u>Project: Capacity building of Agriculture Business in Drought Adaptation in BiH (financed by USAID – DGP Programme). Value: 350.000,00 USD</u></p> <p><i>Job Title: Economic Development Department Team Leader</i></p> <p>Responsible for coaching of local government's officers and troubleshooting/problem solving in strategic planning for climate change adaptation and innovative drought adaptation measures. Government officials from 8 municipalities (Bijeljina, Lopare, Gradačac, Čelić, Gračanica, Živinice, Zvornik, Lukavac and Petrovo) and Brčko Distrikt were coached. Through interactive work in small working groups (consist of 5 group members), they were coached in identifying economic and employment opportunities in local climate change adaptation strategy. Result is that 2 municipalities (Živinice and Čelić) planned to budget climate change and drought adaptation measures.</p> <p><u>Project: Agriculture Cooperatives Development – ACCORD (financed by EU – IPA 2008). Value: 370.000,00 EUR</u></p> <p><i>Job Title: Project Manager</i></p> <ul style="list-style-type: none"> – Leading role in project idea generation, preparation of project proposal and fundraising, – Responsible for Project management (timely and complete project implementation, monitoring including technical review, reporting and project evaluation). – Organizing 3-day training in Marketing and Strategic planning for 7 Cooperatives (ZZ "Voćar" Zvornik, OPZ "Prunus" Zvornik, ZZ "Gračanka" Gračanica, ZZ "Brka" Brčko Distrikt, ZZ "Agrokoraj" Lopare, PMG-VIP Gradačac, ZZ "Agropodrinje" Goražde). 12 members of Cooperatives' Management attended the training and final results were 7 Strategy and Marketing plans developed. – Provide support in operationalization of Cooperatives' Strategy plans, which included: support and troubleshooting in introducing and implementation of international food safety standards (HACCP and GLOBALGAP) – Providing technical assistance (Coaching, technical support and troubleshooting) for project partner's staff (NGO Nesto Vise) in EU Project Cycle Management. It considered regular project team meetings in the form of workshop where 5 project partner's staff were trained in: communication with stakeholders, timely and complete project implementation, monitoring including technical review and project reporting <p><u>Project: Strengthening the competitiveness of the marginalized target groups in the labour market (financed by: DVV International-Sarajevo office)</u></p>

		<p><i>Job Title: Business Development Trainer</i></p> <ul style="list-style-type: none"> - In past three years (2010/2011/2012) delivered 3 one-day trainings in Business management and Small business start-up for more than 45 young unemployed persons from Tuzla region. Trainings were delivered in 3 groups of 15 attendants and covered following topics: Economic opportunities in new technology development, future of entrepreneurship, Market assessment, developing marketing plan, Introducing new products to the market, small business financial management, and cash-flow management. <p><u>Project: Training of employees and management of SMEs within Gračanica municipality in production of cost-effective solar system as a new product increasing the SME's competitiveness and diversification in production sector</u></p> <p><i>Job Title: Business Development Trainer</i></p> <ul style="list-style-type: none"> - One day training delivery for 30 employees and managers of 7 SMEs (Širbegović, Mirna, Sinpro, Radijus, Zimax, Ajsmont, Simpro Elektro) in Business management and small business startup. Training covered following topics: Economic opportunities in new technology development, future of entrepreneurship, Market assessment, developing marketing plan, introducing new products to the market, small business financial management (balance sheet and cash-flow management) and Investment planning.
<p>June 2005 – April 2010</p>	<p>Mercy Corps, Portland, USA, office in Tuzla, B&H</p>	<p><i>Job Title: Project Manager/ Economic Development Department Team Leader/Economic Specialist</i></p> <ul style="list-style-type: none"> - Overall responsibility for the management of economic development projects funded by EU and Royal Netherlands Embassy in Sarajevo (total projects portfolio amounts 3.5 mil. EUR) aimed at economic support to the entrepreneurs in job creation and income generation within agricultural and non-agricultural business sectors. - Experience in EU funding regulations and tendering procedures. - Experience in 15 members' team management. - Responsibility for planning and organization of the activities within the economic development department including team management. - Responsibility for the capacity building and development of team members, external associates and project partners, as well as for recruitment of new staff within the department. - Leading role in creation of a detailed implementation plans and responsibility for execution and follow-up of these plans. - Leading role in creation of monitoring, reporting and evaluation framework and tools to enable detailed and systematic tracking of KPIs. - Responsibility for permanent evaluation of the project results in accordance with KPIs, and incorporation of the best practices and lessons learned in further implementing methodology. <p>Specific activities and projects:</p> <p><u>Project: Srebrenica striving for its economic revitalization; (financed by: Netherlands embassy in BiH). Value: 997.600,00 EUR</u></p> <p><i>Job Title: Project Manager & Economic Development Department Team Leader</i></p> <ul style="list-style-type: none"> - Leading role in project idea generation, preparation of project proposal and fundraising, - Responsible for Project management (timely and complete project implementation, monitoring including technical review, reporting and project evaluation). - Organizing technical assistance (coaching, and troubleshooting) and Business management training for 512 returnee entrepreneurs to develop their capacity to independently run family businesses. - Established extensive communication with representatives of local governments in Srebrenica region (Srebrenica, Bratunac and Milici). Through facilitating meetings and small working groups, provided local governments with valuable economic development inputs, which has been used local development plans. - Operationalization of local economic development plans and creating favorable employment environment by establishing of new cooperative and creating a fully operational

collection and agriculture processing network throughout the Srebrenica region

Project: Integrated Landmine-Survivor Assistance in Mine-Affected Returnee Communities throughout Bosnia and Herzegovina (financed by EU – CARDS programme). Value: 475.000,00 EUR

Job Title: Economic Specialist

- Responsible for **coordination of project activities in the field.**
- Organizing **Business management training and technical assistance** for 90 landmine survivors in BiH.
- Established extensive communication with representatives of local and national government and Business stakeholders, and organize more than **10 meetings/workshops on importance of creating policy** and integrating socio-economic inclusion of Persons with Disabilities in BiH national strategy for economic development.

Activity: Workshop "Effects of establishing business and free trading zones on the local community, and marketing strategies to attract business investments in the free zone"

Job Title: Project Manager & Economic Development Department Team Leader

- **Facilitating one day workshop**, where was discussed strategic approach of local communities to local economic development through support to establishing business and free trading zones. Workshop attended 15 representatives of: Federal ministry for economic development and entrepreneurship, Ministry for development and entrepreneurship in TK, 10 municipalities (Bijeljina, Živinice, Lukavac, Tuzla, Gračanica, Čelić, Gradačac, Vlasenica, Srebrenik, Kašesija), Regional development agencies (NERDA, EDA), Federal and Cantonal Chamber of Economics, Free business zone - Varaždin. (Lukavac, 2008)

Activity: Training "Implementation of EU funded projects in the field of Local Economic Development and Employment"

Job Title: Economic Specialist

- **Facilitation and training delivery** for 40 participants. Training covered following topics: Specifics of EU funded projects, Different EU funds, Eligibility of BiH to use EU funds, Aspects of Local Economic Development, Employment as a pillar of Local Economic Development, Financial reporting in EU funded projects. Training attendees were representatives of: Ministry for Labor and Employment in RS, Municipalities in Banja Luka Region (Čelinac, Laktaši, Prijedor, Banja Luka, Gradiška,) local NGOs (Nesto vise, KOOIRS, Association of Amputees etc.), Chamber of Economics, Association of entrepreneurs in RS, etc. (Banja Luka, 2009)

Activity: Training "Methodology and other project implementation practices in agriculture sector"

Job Title: Economic Specialist

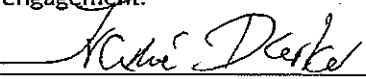
- **Facilitating of one-day training on Project methodology and best practices** in agriculture sector delivered to Celic municipality representatives (head of agriculture department and 3 senior officers) and other Business stakeholders (Celic's Cooperative Management). There were 8 attendants present at the training. Training covered following topics: Importance of agriculture for local economic development, planning, implementing and monitoring agriculture projects, Road to successful agriculture projects, Examples of successful agriculture projects. (Celic, 2009)

Activity: Support to local economic development of returnee's communities

Job Title: Economic Specialist

- **Facilitating one-day training on planning local economic development** for returnee's communities. Training was delivered to representatives of: Ministry for refugees and displaced persons in FBiH and RS (Assistants to ministers and their senior officers) and 30 municipalities (head of departments for refugees and displaced persons). There were 35 attendants present at the training. Training covered following topics: Setting up priorities for sustainable process of returning refugees and displaced persons, Importance of creating employment friendly environment and role of local community in economic sustainability of returnee families. (Sarajevo, 2008)

<p>March 2004 – June 2005</p>	<p>Mercy Corps, Portland, USA, office in Tuzla, B&H</p>	<p><i>Job Title: Economic specialist & SME Advisor</i></p> <ul style="list-style-type: none"> – Providing support in SME advising (support in start-up or enhancement of existing small businesses, Cost/Benefit analysis development, business management advising, conducting market surveys, economic micro-region analysis and consideration of micro-region development issues). Experience in business infrastructure facilities establishment (food production facilities), job creation, income generation, as well. – Assisting the marginalized and vulnerable target groups (women, returnees and rural population). – Delivery of capacity building trainings for local authorities and stakeholders in implementation of local economic development projects funded by EU. <p>Specific activities and projects: <u>Project: Transition of assistance to national structures for effective return (financed by EU – CARDS Programme)</u></p> <p><i>Job Title: Economic specialist & SME Advisor</i></p> <ul style="list-style-type: none"> – Responsible for delivery of two days training for municipal development bodies in implementation of local development projects in returnee communities. Trainings were held in 4 municipalities: Vlasenica, Srebrenica, Bratunac and Zvornik (one training in each municipality). Each training attended group of 5-8 members of municipal development team. Training covered following topics: Situation Analysis and economic strategic focusing, setting up priorities, Market assessment, Employment monitoring and control, Business assessment, Budget planning and implementation of financial support. At the end of the training, each municipality had developed local economic action plan for most vulnerable returnee communities. – Providing technical assistance to municipal economic development teams, which considered following packages: TA1 – facilitation and coaching of municipal development team in local economic project implementation. TA2 – reviewing, correcting drafting and redrafting of economic development project implementation plans. TA3 – Troubleshooting and solving problems arising from planning of economic development implementation – Support to 4 municipalities in operationalization of local economic action plan. As result of this activity, 180 businesses were supported in returnee communities. – Facilitating and coaching process of establishing inter-municipal local economic cooperation between Vlasenica, Zvornik, Srebrenica and Bratunac municipalities. Carriers of these activities were economic departments in respective municipalities. As result of this activity an Inter-municipal Cooperation Approach was developed and accepted. <p><u>Activity: Regional Economic Development Strategy for North-East BiH</u></p> <p><i>Job Title: Economic specialist & SME Advisor</i></p> <ul style="list-style-type: none"> – Member of the working group for Regional Economic Development Strategy. Members of the working group were representatives of: Government of Tuzla and Posavina Canton, all municipalities from Tuzla and Posavina Canton, business sector (TTU, Solana, Termoelektrana), Brcko district, municipalities from Republic of Srpska (Lopare, Bijeljina, Pelagicevo), Development agency NERDA, NGO sector (CRP, CERPO, TALDi, etc.)
<p>February 2003 – March 2004</p>	<p>Brčko District Development Agency, Brčko District of B&H</p>	<p><i>Job Title: Economic Development Officer & SME Advisor</i></p> <ul style="list-style-type: none"> – Responsible for strategic planning, creation of LED plans, design of economic development projects based on LED strategic plans. – Actively participated in inter regional cooperation throughout Bosnia, as well as cross border cooperation with local and regional development agencies in neighboring countries (Croatia, Hungary, etc.). – Providing business consulting services for more than 30 SMEs (business planning, tax advising, marketing planning) in the Brcko district – Deliver three day training for 15 young entrepreneurs in business management. Training covered following topics: introduction to local business environment, basic principles of entrepreneurship, recognizing opportunities and generating ideas, idea feasibility analysis (marketing plan), small business management, small business finance management, small businesses risk management, business communication

		<p>– Providing consultant services to government of Brcko District on business related legal issues, financial sustainability issues and business infrastructure issues.</p> <p>Specific activities: <u>Activity: Strategic planning of Local Economic Development in Brcko Distrikt for period of 2003-2007</u> <i>Job Title: Economic Development Officer</i></p> <p>– Responsible for technical support to government of Brcko Distrikt in strategic planning of local economic development (LED), which included support to Brcko Distrikt's development team in:</p> <p>TA1 – facilitation and coaching in local economic development strategy. TA2 – reviewing, correcting drafting and redrafting of local economic development strategy and plans. TA3 – Troubleshooting and solving problems arising from elaboration of strategy components TA4 – Operationalization of action plans arising from economic development strategy (setting up Business support center, One-Stop-Shop for SMEs, Info Centre, and Centre for Industrial Technologies and Innovation)</p>
January 2001 – February 2003	Furniture production company "Konjuh" Živinice	<p><i>Job Title: Export Officer</i></p> <p>– Responsible for furniture export from B&H (new markets development, organizing the process of products export, conducting market surveys, organizing the exposure at international furniture fairs, the leadership of the negotiation process with strategic buyers, creation of the financial plans and controlling the plan realization based on regular monitoring and evaluation). Experience in export legal issues, financial issues, tax and custom regulations, EU quality standards, EU retailer's quality standards as well.</p> <p>– Introducing and implementation of Management Information System (MIS) and Quality Standard ISO 9001.</p>
References no.1:	<p>Name: <i>Maja Došenović</i></p> <p>Designation: <i>Program Manager</i></p> <p>Organization: <i>Delegation of the EU to B&H</i></p> <p>Contact Information: <i>+387 33 254-726, maja.dosenovic@eeas.europa.eu</i></p>	
References no.1:	<p>Name: <i>Sanja Tica</i></p> <p>Designation: <i>Task Manager</i></p> <p>Organization: <i>Delegation of the EU to B&H</i></p> <p>Contact Information: <i>+387 33 254-730, sanja.tica@eeas.europa.eu</i></p>	
References no.1:	<p>Name: <i>Sanela Pašanović</i></p> <p>Designation: <i>Program Manager</i></p> <p>Organization: <i>USAID Mission in BiH</i></p> <p>Contact Information: <i>Roberta Frasurea 1, 71000 Sarajevo; +387 33 704 262; ssalkic@usaid.gov</i></p>	
<p>Declaration:</p> <p>I confirm my intention to serve in the stated position and present availability to serve for the term of the proposed contract. I also understand that any wilful misstatement described above may lead to my disqualification, before or during my engagement.</p>		
<p></p> <p>Signature of the Nominated Expert</p>		<p><i>M. 12. '12.</i></p> <p>Date Signed</p>