

CURRICULUM VITAE

Proposed role in the project:

1. **Family name:** Jankovic
2. **First names:** Goran
3. **Date of birth:** 05 October 1977
4. **Nationality:** BiH
5. **Civil status:** Single
6. **Education:**

Institution (Date from - Date to)	Degree(s) or Diploma(s) obtained:
Faculty of Business Economy, Banja Luka, From 2003 - Ongoing	Started Postgraduate studies with focus on Macroeconomic aspects of attracting portfolio investments in BiH, Masters degree to be obtained
Faculty of Business Economy, Banja Luka, 1999 - 2002	Bachelor's Degree in Entrepreneurship Management Remark: Degree originally obtained at SGU MAGEN Moscow - Marketing Management College, Novi Sad, SCG - Bachelor's Degree in Integral Marketing Management, in period from 1999 to 2002, was equalized with the Degree in Entrepreneurship Management by Faculty of Business Economy, Banja Luka/ Laktasi

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

Language	Reading	Speaking	Writing
English	1	1	1
German	2	4	2
Serbian	1	1	1

8. **Membership of professional bodies:** N/A

9. **Other skills:** (e.g. Computer literacy, etc.)

Certified DEZA/ GTZ Consultant

Certified EU TaC Trainer

Attended training *Increasing citizens participation in local governance*, The World Bank Institute, Sarajevo, 2-6 June 2008 (Municipal Government and Accountability Reform Project)

Excellent command of Microsoft Office Tools (Word, Excel, Outlook, Internet Explorer, Power Point), training and presentation tools. Project management skills developed through practical experience in design, implementation, and monitoring of local and regional economic development related projects and SME development related activities.

10. **Present position:** Project Development Expert

11. **Years within the firm:** Since September 2006

12. **Key qualifications:** Strategic and LED planning; PCM design, evaluation, implementation, monitoring and reporting on programs and projects; performing marketing management related tasks, participation in analyse of business operations, preparation of materials and conducting training sessions, working on job creation projects; preparation and conducting research and analyses.

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REFERENCES RELEVANT FOR THIS ASSIGNMENT

Relevant experience in providing technical assistance

- Providing technical assistance to municipal development teams and other stakeholders involved in strategic planning process in strategic local development planning for municipalities Laktasi (2007) and Mrkonjić Grad (2007), which included participation in coaching sessions, such as meetings on topics that include strategic local development planning, strategic sectoral development planning (e.g. economic, social, environmental, labour market, and infrastructure).
- Participation in drafting local development strategies in municipalities Mrkonjić Grad (2007), Laktasi (2007), Trebinje (2008).
- Participation in preparation of regional development strategy for NW BiH (2004).
- Participation in development of methodological framework for integrated and inclusive local development planning in BiH (2008-2009).
- Experience in leading teams and groups of experts in projects related to local self-governance, local socio-economic development (more details on projects can be found under *Relevant managerial experience*).

Relevant experience in providing training assistance

- Providing training for municipal development teams in the frame of establishing local offices for managing development in municipalities Doboje, Doboje Istok, Usora, Petrovo, and Laktasi (2007) – one-day training course for these municipalities on topics including planning the implementation of local development strategy with focus on launching projects, monitoring and evaluation.
- Preparation and implementation of the training course on the standardised local development planning methodology for Bosnia and Herzegovina for municipalities in 4 ILDP clusters, local and regional development agencies, non-governmental organizations and training providers engaged in local development, including implementation of 5 two-day training courses in 2009.
- Delivery of 8 one-day modules of training in preparation and implementation of local development projects using Project Cycle Management methodology and EU and other development funds for municipalities Doboje, Doboje Istok, Usora, and Petrovo (2006), Laktasi (2007), Mrkonjić Grad (2007), Berkovici, Stolac, and Nevesinje (2009).
- Social Accountability Project – Topic 3 (Citizens' Feedback Mechanisms), delivery of one-day training on application of methodology for assessment of citizens' satisfaction with public services (2009).

Relevant managerial experience

- CREDO - Competitive Regional Economic Development in North-East B&H – Team coordinator (project value 46.939 KM, May - November 2008),
- Building capacities of underdeveloped BiH municipalities for using development funds (Project manager, January - December 2009, project value 120.000 KM),
- Project The First Apartment (Project manager, January 2009 – April 2010, project value 89.982,00 KM),
- Coordinating work of teams of experts providing consultancy services to companies and municipalities in area of marketing and communication (2007 – 2009, several contracts).

Developed ability to provide facilitation and coaching support to small groups and groups of up to 25 participants and workshops, to support individual and group practical work and offer advice and guidance relevant to all phases of strategic planning with focus on operationalization, preparation of programs and projects, as well as the ability to draft parts of local strategic planning documents. Also, ability to work in participatory and team manner, to assume role of lead trainer ensuring smooth delivery of practical, interactive training in corresponding topic, to facilitate practical exercises, offer useful advice and guidance in an appropriate manner within the area of local development strategic planning.

13. Specific experience in the region:

Country	Date from - Date to
BiH	1998 - Present

14. Professional experience

Date from - Date to	Location	Company	Position	Description
September 2006 – Present	Banja Luka	EDA - Enterprise Development Agency, Banja Luka	Project Development Expert (initially engaged as Researcher/Consultant)	<p>Performing project design related tasks. Preparing and moderating training in area of Project Cycle Management, strategic and LED planning and applying to EU funds. Participation in preparation of municipal development strategies.</p> <p>Establishment and development of cooperation with both local and international stakeholders. Providing technical assistance to partner organisations in area of project design and implementation.</p> <p>Providing coaching, facilitation, different practical and inter-active trainings and workshops to municipal development teams and members of partnership groups related to strategic platform, local economic and social planning, operationalisation of local strategy, situation analysis, project design and use of EU funds. Participated in preparation of municipal development strategy through providing advisory, methodological and technical support for the following municipalities: Laktasi (2007), Mrkonjić Grad (2007), Trebinje during (2008).</p> <p>Participated in development of methodological framework for integrated and inclusive local development planning in BiH in 2008 - 2009.</p> <p>Participated in design and delivery of a training course on the standardised local development planning methodology for Bosnia and Herzegovina (BiH) in 2009 (5 2-day training sessions).</p> <p>Providing coaching, facilitation, different practical and inter-active trainings (to small groups and groups up to 25 persons) and workshops to municipal development teams related to implementation of the local strategies, with focus on PCM, EU funds, strategic planning, monitoring and evaluation, and operationalisation of development strategy in the following municipalities: Doboј, Doboј Istok, Petrovo and Usora during 2006 - 2007, Laktasi during 2007, Modriča, Gračanica, Berkovici, Nevesinje and Stolac during 2009.</p> <p>Participated in delivery of one-day training sessions in regard to Northeast BiH economic region municipalities within CREDO project, with the topics related to collection and analysis of socio-economic data.</p> <p>Participated in delivery of one-day training sessions to municipalities in regard to introduction, adoption and application of the methodology for measurement citizens' satisfaction with municipal public and administrative services.</p>




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October 2008 – March 2009	Banja Luka	VVMZ spol. s r.o. Bratislava, Slovak Republic	Consultant/Junior short term expert	Short-term engagement within the project "EU CORIN" includes supporting development of the project pipeline and organisation of partner search forums of IPA CBC programmes, for each of the three Bilateral Cross Border Cooperation (CBC) programmes. Also, engagement includes supporting preparation and delivery of trainings in area of EU financial assistance to (potential) EU candidate countries. Training participants are members of JMC and NTF in BiH, as part of cross-border programs operating structures.
March – June 2007	Banja Luka	SNV Netherlands Development Organisation	Trainer	Short-term engagement on preparation and conducting 8-days (one module per day) training within implementation of capacity building activities for planning and implementation of local development projects with use of Project Cycle Management methods. Engagement included creating detailed program design, preparation of materials, conducting eight day's training and consultative meetings with training participants.
April 2007	Banja Luka	InWEnt – Internationale Weiterbildung und Entwicklung gGmbH Bonn, Germany	National Trainer	Short-term engagement on preparation of Business Skills Course and review of relevant methodology for training conducting. Revising and finalising materials and conducting one-day training for start-ups and SMEs in area of market research.
June - August 2006	Trn, Laktasi	OGIMIL	Manager (Marketing)	Performing marketing management related tasks. Participation in defining and implementation of promotional activities. Proposing measures of customer relations development as well as market development. Analysing sale results. Suggesting measures for improvement of information flows in the company. Participation in analyse of business operations and suggesting models of improvement for key departments in the company.
May 2006 – June 2006	Banja Luka	EDA - Enterprise Development Agency, Banja Luka	Moderator	Acting as Moderator at seminar «Capacity building for planning and implementation local development projects». Aim of the 8-days (one module per day) seminar was to introduce methods of LED planning, Project cycle management and applying to EU funds to municipal development teams consisting of municipal staff, NGO members and volunteers. Training was performed in an interactive manner, with presentations, case studies, exercises and team work on project development. Moderator was responsible for preparation of materials and conducting training sessions.

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November 2004 – April 2006	Banja Luka	Accredited Regional Development Agency North West BiH, Banja Luka	Project Planning and Implementation Manager	Responsible for design, evaluation, implementation, monitoring and reporting on programs and projects. Establishing and developing relations with donors and regional stakeholders, local authorities and international organisations. Transfer of knowledge related to EC procedures, project cycle management and other relevant methodology to local partners.
May 2003 – September 2004	Banja Luka	CARE International BHC, Banja Luka	Job Creation Officer/ Economic Advisor	Working on creating of real jobs and creating of income through market linked livelihood activities for the beneficiaries of the program. Assisting in capacity building of the selected partners such as municipalities and local economic service providers by providing selected partners with training in the areas of targeted job creation, selection of partner, tendering procedures and monitoring. Designing and providing training and workshops for Economic Departments in selected municipalities in the relevant fields. Supervision of grants allocation to SMEs and individual households. Assisting in procurement procedures of goods and services. Reporting on project progress achieved by involved parties in determined area of responsibility.
July 1998 - May 2003	Banja Luka	Organization for Security and Cooperation in Europe, Regional Centre, Banja Luka	Secretary/ Interpreter	Arranging meetings and programs for high ranking OSCE personnel, Government Ministers and senior politicians and representatives of other International organizations. Coordinating different activities with other RC departments as Operations, Administration and Finance. Handling and archiving all incoming and outgoing correspondence and maintaining archive data base for RC. Occasional interpretation duties.
March – May 2002	Banja Luka	Coca-Cola Beverages BH d.o.o. Branch Office Banja Luka	Market Developer	Acting as a Coca-Cola representative in designated areas. Establishing and developing relations with buyers and distributors. Implementing and supporting promotional activities. Negotiating and contracts making with local stakeholders. Applying the company's credit policy. Keeping record of all buyers and distributors with the relevant information. Organizing distribution and supervising the use of promotional materials and equipment.

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September and November 1997	Banja Luka	Organization for Security and Cooperation in Europe, Regional Centre, Banja Luka	PSPV Interpreter	Interpreting of all appropriate official meetings and private conversation for the OSCE Polling Supervisor. Preparing, setting-up and supporting polling center activities. Keeping Polling Supervisor aware of the local security situation. Orienting Polling Supervisor to local politics, customs and history.
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15. Other relevant information (e.g., Publications)

Co-author of Handbook *Practical advices for entrepreneurs – Entrepreneurship and Marketing*, EDA Banja Luka, EU TAC Project, 2007

Co-author of Handbook *Practical advices for entrepreneurs – Strategic and Operational Management*, EDA Banja Luka, EU TAC Project, 2007

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