



Haris Komić
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Date of birth: 10th Sep 1970

I have over 10 years of experience in provision of support to entrepreneurship growth and growth of SMEs in Bosnia and Herzegovina, as well as in creation and implementation of economic development tools and projects in general. I am a self-driven leader with excellent interpersonal skills, who effectively collaborates with all relevant institutional levels and fosters quality relationships with relevant stakeholders. Within my career span I initiated the creation of and ran two developmental organisations: NGO, Development agency PLOD Centre, as well as a public institution, a regional development agency, RDA USC¹. As a team player and someone who values people and their knowledge, I am fundamentally committed to good practices and innovation. I believe in continual personal development and learning, which I deem to be necessary for business and personal success in general, especially in the process of creation of a positive business environment. Significant part of my experience in the NGO and public sector is in budgeting and planning, as well as in creation of public private partnerships for the purpose of creation of mechanisms for economic development.

EDUCATION

Institution	Cotrugli Business School, Zagreb
Degree(s) or Diploma(s) obtained:	MBA degree ²
Institution	University for Business Studies Banja Luka
Degree(s) or Diploma(s) obtained:	BA in economics
Institution	University of Bihac
Degree(s) or Diploma(s) obtained:	AA degree in economics
Institution	WIFI Croatia; Callidus Zagreb
Degree(s) or Diploma(s) obtained:	Specialist in Project Management

Relevant trainings and seminars:

- *Rural Development*, TAIEX EU, Bruxeless, June 2013
- *Regional Development*, TAIEX EU, Bruxeless, October 2012
- *Development of Tourism in South East Europe*, TAIEX EU, Bruxeless, June 2011
- *Quick Business Finance Consultancy Program*, FIRMA; USAID / SIDA Project in B&H, Nov. 2010
- *Rural Economic Development*, organized by IFAD program, Cairo, January 2010
- *Local and Regional Economic Development, PACA Methodology*, InWent and Mesopartner Germany and CEFE, Serbia, Jun. 2007 – Oct. 2007
- *ToT, Training for trainers*, organized by InWent and EU TaC, Supported by EU Jan. 2007–March 2007
- *Public Private Partnerships*, organized by UNDP – SUTRA, Jan 2006 – March 2006
- *LEADER program in Czech Republic*, organized by PREPARE network in Czech Republic, Jun 2006
- *Business planning and Fund Raising*, SGSB - Sarajevo Graduate School of Business, February 2005
- *Project Cycle Management seminar*, organized by ASB – Arbeiter Samariter Bund, January 2005
- *Building of Municipal Development Strategies training*, organized by EU RED Sarajevo, July 2005
- *Quick Impact Facility Workshop – Business Plan for SMEs*, CARE International, September 2003
- *Strategic planning, Capacity Building seminar*, organized by ADF, June – July 2003
- *Business planning seminar*, organized by Institute for Management and Marketing, Aug – Sep 2002
- *Business development, Business planning seminar*, organized by PSYBT Scotland, Jun 2002 – Jul 2002

LANGUAGE (1-excellent, 2-good, 3-fair, 4-sufficient, 5-insufficient):

<i>Language</i>	<i>Reading</i>	<i>Speaking</i>	<i>Writing</i>
Bosnian/Croatian/Serbian	Native	Native	Native
English	1	1	1
German	3	4	4

¹ RDA USC is Regional Development Agency established by Assembly of the Una Sana Canton

² MBA final thesis presentation scheduled for 18th Septembar 2013

WORK EXPERIENCE

Dates (from – to)

Name and address of employer

Occupation or position held

Main activities and responsibilities

Dates (from – to)

Name and address of employer

Occupation or position held

Main activities and responsibilities

Dates (from – to)

Name and address of employer

Occupation or position held

Main activities and responsibilities

MAY 2012 – PRESENT

Regional Development Agency of the Una Sana Canton (RDA USC)

Director

- Establishment of strategic goals of the company; definition of work objectives; evaluation of results
- Creation and Implementation of Annual Work Plan of RDA USC including an annual budget; scheduling of expenditures; Reporting to the Government and donors
- Expansion of cooperation with all governmental levels, private sector and donor community
- Planning, monitoring, and evaluation of job results; HR management and mentoring of employees; development, coordination, and enforcement of systems, policies, and productivity standards.
- Retention of staff by orienting and training of employees; maintaining of a safe, secure, and legal work environment; development of personal growth opportunities.
- Promotion of the Una Sana Canton and Northwest B&H
- Coordination and management of the process of creation and implementation of strategic development plan of the US Canton
- Development of programs and projects directed towards creation of business friendly environment
- Coordination of EU Integration process at cantonal level

APRIL 2011 – MAY 2012

Una Sana Canton /Government of the Una Sana Canton (USC)

Advisor of the Prime Minister

- Development of programs and projects directed towards creation of business friendly environment
- Fundraising and lobbying activities
- Support to investors in USC
- Promotion of European integration process
- Initiation and facilitation of the process of adoption of the Law on Public Private Partnership in the Una Sana Canton
- Monitoring and evaluation of EU funded project
- Coordination of the regulatory reform project in cooperation with IFC

JUNE 2007 – MARCH 2011

PLOD - Centre for Promotion of Local Development – Development Agency

Director

- Establishment of strategic goals of the company; definition of work objectives; evaluation of results
- Creation and Implementation of Annual Work Plan of RDA USC including an annual budget; scheduling of expenditures; Reporting to the Government and donors
- Expansion of cooperation with all governmental levels, private sector and donor community
- Planning, monitoring, and evaluation of job results; HR management and mentoring of employees; development, coordination, and enforcement of systems, policies, and productivity standards.
- Retention of staff by orienting and training of employees; maintaining of a safe, secure, and legal work environment; development of personal growth opportunities.
- Promotion of the Una Sana Canton and Northwest B&H; Fundraising and lobbying activities ; Writing of development project proposals;
- Establishment of SME consultancy services (business plans, investment projects, financial management, cost benefit analysis etc.)
- Management of contracted/subcontracted projects founded by EU, UNDP, USAID

Dates	MARCH 2004 – MAY 2007
Name and address of employer	NGO “BK 2001” Bosanska Krupa
Type of business or sector	Non government sector
Occupation or position held	Executive director
Main activities and responsibilities	<ul style="list-style-type: none"> • Strategic planning; Creation and Implementation of Annual Work Plan • Fundraising and lobbying activities • Cooperation with local authorities • Creation and implementation of local development projects • Reporting and evaluation
Dates	JUNE 2001 – MARCH 2004
Name and address of employer	NGO “Bosanska Krupa 2001”
Type of business or sector	Non government sector
Occupation or position held	Project manager
Main activities and responsibilities	<ul style="list-style-type: none"> • Implementation of the project for support to returnees in NW B&H • Cooperation with international organization Cooperation with local community and authorities; Fundraising and lobbying
Dates	SEP. 1997 – DEC 2001
Name and address of employer	Polaris LTD. Bosanska Krupa
Type of business or sector	Private sector
Occupation or position held	Director
Main activities and responsibilities	<ul style="list-style-type: none"> • Promotion of the company and its products • Business Planning and Creation of Business politics • Market analysis • Monitoring of planned realization
<u>CONSULTANCY</u>	
Dates (from – to)	DECEMBER 2011 – JULY 2013
Name and address of employer	The Economist Unit Intelligence/London/UK
Occupation or position held	Consultant/Researcher
Main activities and responsibilities	<ul style="list-style-type: none"> • Creation of study of Public Private Partnership opportunities in B&H • Creation of report for Mining and labour market in Serbia • Creation of report of Microfinance State in B&H 2012 / 2013
Dates	JUNE 2011 – SEPTEMBER 2011
Name and address of employer	IUCN SEE Office in Belgrade
Occupation or position held	Consultant – Economic adviser
Main activities and responsibilities	<ul style="list-style-type: none"> • Carried out an assessment of current state of tourism development in B&H • Carried out an assessment of the potential for tourism development in the cross-border area.
Dates	JUNE 2010 – MAY 2011
Name and address of employer	IFC – International Finance Corporation
Occupation or position held	Consultant – Economic adviser
Main activities and responsibilities	<ul style="list-style-type: none"> • Creation of economic analyse of administrative procedures in Bihac Municipality
Dates	APR 2007 – NOV 2007
Name and address of employer	EU TaC
Type of business or sector	Training and Consulting
Occupation or position held	Business consultant – Short time contracts
Main activities and responsibilities	<ul style="list-style-type: none"> • Training and Business consulting on the following topics (Business planning, Costs management, Marketing in SME) • Business consulting

Dates	OCT 2006 – DEC 2006
Name and address of employer	ARDA NW Banja Luka
Type of business or sector	Consulting
Occupation or position held	Business expert – Short time contract
Main activities and responsibilities	Preparation of the Proposal for measures for creation of better business environment for Northwest region of BiH
Dates	JUL 2006 – AUG 2006
Name and address of employer	ARDA NW Banja Luka
Type of business or sector	Consulting
Occupation or position held	Business expert – Short time contract
Main activities and responsibilities	Preparation of Study of Economic sustainability of minority returnees in Velika Kladuša

PUBLICATIONS AND PROJECTS:

- Dipl.oec. Haris Komic, mr. Ermina Grozdanic, mr. Smail Toromanovic, mr.iur Emina Pasic, prof. Hana Semanic and prof. Lorena Felic (2008), „Basics of Strategy of Rural Development on Federation of B&H“
- Development policy and its implementation in the USC, Zbornik (2011) “Creation of Better Business Environment”

Author/co-author of the following relevant projects:

- Project: Local level regulatory reform and transparency in B&H 2014 – 2018: Value 2.876.000 €
- Project: BINOVA – Business innovation and investment support services: Value 640.000 €; RDA USC
- Project: Improvement of the Capacity of Regional Development Agency of Una Sana Canton; Project Value: 396.000 €; Government of Una Sana Canton, RDA USC
- Project: Establishment of the Bitec Centre Business Innovation and Technology Centre in Bihac Municipality, Project value: 735.000 €; Bihac municipality; University of Bihac, Agricultural Institute of Una sana Canton, PLOD Centre
- Project: Establishing Business Zone Kamenica Bihac (I phase), Project value: 1.400.000 €, Municipality of Bihac
- Project: Development of Eco Zone NP UNA and enrichment of his tourist offer, Project value: 435.000 €, Municipality of Bihac, PLOD Centre
- Project: Una Spring of Life, Project value: 435.000 €, Zadar County, Municipality of Bihac, PLOD Centre
- Project: Establishing a regional Business Matchmaking Centre in Bihac; Project value:182,000 €, Municipality of Bihac, PLOD Centre
- Project: Creation of the unique tourist product in Bihac municipality, Project value: € 40.000, Municipality of Bihac, PLOD Centre
- Project: Valorisation of the cultural heritage in Bihac Municipality, Project value: 55.000 €, Bihac Municipality, PLOD Centre
- Project: Local Economic Development Network – LED NET Initiative, Project value: 270.000 €, PLOD Centre
- Project: Establishing public city transport system in the municipality of Bihac; Project value: USD 2.606.531, Municipality of Bihac
- Project: Investors Guide – Creating of adequate climate for investors in Bihac Municipality Project value: 26.000 €, Municipality of Bihac
- Project: Capacity building of SMEs, Project value: 18.000 €, Agricultural Institute of Una Sana Canton
- Project: Capacity building of the agricultural associations; Project value: 85.000,00 €; Agricultural Institute of Una Sana Canton
- Project: Making the handbook for the obtaining of the authenticity and geographic origin code; Project value: 25,000.00 €; Agricultural Institute of Una Sana

References:

- Maja Dosenovic, Programme Manager at EU Delegation BiH, maja.dosenovic@eeas.europa.eu
- Mr. Johan Hesse, Ph.D., Programme Manager at EU johan.hesse@ec.europa.eu
- Tarik Sahovic, Task Manager IFC BIH, tsahovic@ifc.org
- Eva Blaszczyński Senior Analyst at Economist Intelligence Unit, EvaBlaszczyński@eiu.com