

CURRICULUM VITAE

Category: Local Expert

1. **Family name:** Suleanschi
2. **First names:** Sofia
3. **Date of birth:** 08 March, 1955
4. **Passport holder:** A 01047548
5. **Education:**

Institution (Date from - Date to)	Degree(s) or Diploma(s) obtained:
Polytechnic Institute, Chisinau , Moldova	Economist, 1977

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

Language	Reading	Speaking	Writing
Romanian	5	5	5
English	2	3	2
Russian	5	5	5

7. **Membership of professional bodies:**

- Member of board, Transparency International Moldova

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

Experience using Windows Programs, MS Excel; MS Word; MS PowerPoint.

9. **Present position:** director, Center for Entrepreneurial Education and Business Support (CEDA)

10. **Years within the firm:** Center for Entrepreneurial Education and Business Support

01 March 2014–present - work as executive director, CEDA

Key qualifications:

Support of SMEs and business associations, including

- Over 20 years of experience in all phases of the SMEs and Business Associations development, including designing and implementing small business support programs and entrepreneurship training; capacity building for Business Associations, lobby and advocacy and improving access to finance/fundraising; Project management on a senior level program manager and consultant including project planning administration, human resources and financial management. In the same capacity helping different organizations to identify problems, to assess, to communicate, to bring people together, to develop plans and small business support programs; Advising government institutions in elaborating on small business normative acts/laws and regulatory reforming;
- Ability to design competences'-based Curriculum on Basics Entrepreneurship for VET schools, design and conduct economic programs and business training, specialized entrepreneurship courses and seminars, including women entrepreneurship; manage economic empowerment program; SMEs and Business Associations' needs assessment, lobby and advocacy activities, developing a social dialog and Basics Entrepreneurship Curriculum design for VET schools.
- Strong communication, public speaking, and decision-making skills. Work independently with minimal supervision; work effectively as team member. Highly experienced in working with a diverse range of people.
- Effectively handle confidential matters and information.

11. Professional experience

Date from - Date to	Location	Company & reference person (name & contact details)	Position	Description
March 2014- present	Chisinau, Molodva	Center for Entrepreneurial Education and Business Support (CEDA) Tamara Ermolenco, chief accountant, Chisinau, 35 M.Eminescu Street, Office 2,(373 220) 665426	Executive director	Oversees the coordination and administration of all aspects of ongoing programs (Moldova employment and entrepreneurship training activity (MEEETA III) and Re-Engineering Vocational Orientation and Career Counseling (REVOCC) for Moldovan labour force competitiveness – www.ceda.md ; www.facebook.com/ceda), including financial management, planning, organizing, staffing, leading, controlling programs' activities, including start-up grant program for graduates of vocational schools around the country.
November 2008 – February 2014	Chisinau, Moldova	Representative Office Winrock International in Moldova, Tamara Ermolenco, financial manager, Chisinau, 94/1 Al. Hajdeu Street, office 2,(373 220) 665425	Director	Provide overall program leadership and manage Micro Enterprise Development Activity and Employment and Entrepreneurship training activities around the country, including UTA Gagauzia. Supervise performance of sub-contractors, sub-grantees, and projects team; and builds strong collaborative relationships with all project partners in Balti, Cahul, Comrat, Chisinau and Soroca Manage of all project activities, including monitoring and evaluation; and timely preparation and submission of annual work plans periodical reports and other deliverables and achievement of program to Winrock International and donors Administer the projects' financial resources; establish monitoring procedures for financial allocations through grants and sub-grants, ensuring compliance with international accounting principles and donors regulations.
November 2005– November 2008	Chisinau, Moldova		Economic Empowerment Program Manager, “New Perspectives for Women,” USAID project, implemented by Winrock International, USA	Design, monitoring and evaluation the Economic Empowerment Program activities; entrepreneurship long term course and training programs relating to empowering women to start-up their businesses; capacity building for Moldova women business associations, prepare and manage cadre of trainers who deliver entrepreneurship trainings in 5 regions of Moldova – North (Balti and Soroca); South (Cahul and Comrat); Centre (Chisinau). Coordinated, planned and establish the mentoring and internship programs and create a database of regional employers who would offer mentoring program for the rural young women and girls in Balti, Cahul, Comrat, Chisinau and Soroca. Develop linkages with national and local authorities; business associations and microfinance institutions. Design training on micro crediting for young girls from Balti, Cahul, Comrat, Chisinau and Soroca regions.

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<p>June 2004- November 2005</p>	<p>Chisinau, Moldova</p>	<p>National Center for Studies and Information for Women's Issues Daniela Terzi- Barbarosie, 13 Armeneasca St, Chisinau, MD 2012 Republic of Moldova; 373 22 207158, terzi@progen. md;</p>	<p>Project Director,</p>	<p>Manage SOROS – Moldova Foundation-funded project; Conducted the research “Gender discrimination on the labor market and identification of ways to reduce this phenomena in the Republic of Moldova” and analyzed results; Managed and moderated three public hearing in the North, Center and South of Moldova Designing and implementing TV and radio spots on gender discrimination</p>
<p>August 2001 – June 2005</p>	<p>Chisinau, Moldova</p>	<p>Angela Cebotar, (BIZPRO- Moldova), 202 Stefan cel Mare Ave, Chisinau, Moldova,(373 220) 755536</p>	<p>Business Association and Policy Reform Advisor; Regulatory Reform Advisor “Economic growth through SMEs development” USAID BIZPRO/Moldov a Project, implemented by DAI inc.</p>	<p>Support of SMEs and business associations, including capacity building, lobby and advocacy and improving access to finance. Technical assistance for 10 Moldovan Business Association in developing their dialoging capacities between associations and entrepreneurs, state bodies; building a BAs National Coalition; Coordinate a HLs program Designing and implementing the regulatory Reform strategy, work plan and implementation/monitoring plan of the Regulatory Reform Program. Conducting survey on regulation of business environment in Republic of Moldova. Designing and implementing training programs and workshops for local and national government officials and Business Associations, member of national working group. Advising government institutions on organizational regulatory reform entrepreneur's activity. Developing regional deregulation and business development initiatives. Support and advice on the planning and implementation of small and medium industries events Programs; Manage and coordinate special events, regional exhibitions, annual International Exhibition/For “Small Business”, tours, public forums, SMEs survey; editing newsletter “SMEs Messenger”</p>

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June 1997 - August 2001	Chisinau, Moldova	Valentina Veverita, Ministry of Economy of Republic of Moldova, Chief of the SMEs Development Policies and liberal profession department; +373 68115525 valentina.veverita@mec.gov.md	Director of the Small Business Development Department, Ministry of Economy and Reform, Republic of Moldova,	<p>Designing and implementing government national policy, strategy, state program, work plan and implementation/monitoring plan of the SMEs sector development</p> <p>Work on the issues of improving business environment, regulatory reform, anti-corruption policy, and shadow economy. Developing small business taxation conditions and policy performance indicators, consulting on licensing and regulations reform issues, designing and supervising regulatory cost assessment, preparing policy papers and recommendations</p> <p>Working on the licensing reform, drafting licensing and Entrepreneurships Patent Law and other normative governments acts</p> <p>Design and monitoring government program for small business; Advising regional authorities on the issues of regulatory reform, public-private dialogue, and business development policies.</p>
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12. Other relevant information (e.g., Publications)

- Guide for beginners' entrepreneurs "The first steps in business " , Romanian language , Chisinau 2009
- Guide for beginners' entrepreneurs "The first steps in business " Russian language, Chisinau 2011
- Curriculum and set of training materials for teachers and students for discipline “Basics of Entrepreneurship” for VET schools, 2012.