

1. **Proposed role:** Expert: Entrepreneurship ([International Master CEFE Trainer](#))
 2. **Family name:** Stalevski
 3. **First names:** Jovan
 4. **Nationality:** Macedonian
 5. **Date of birth:** 22/02/1982
 6. **Place of Residence (ID):** Strmasevo 1, 7000 Bitola; & Metodija Satorov Sarlo 1/1/60, 1000 Skopje, Macedonia
 7. **Civil status:** Partnered
 8. **Education:**

Institution	Degree(s) or diploma(s) obtained
University St. Kliment Ohridski – Bitola, Macedonia, Bitola - Faculty of Economics-Prilep - 10/2002 – 06/2014	Marketing Management, BSc.
University St. Kiril and Methodius –Veliko Turnovo , Bulgaria -10/2000-06/2002	Cathedra for foreign languages – French Philology, BSc,

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

Language	Reading	Speaking	Writing
Macedonian	Native Language	Macedonian	Native Language
English	1	1	1
French	2	2	2
Bulgarian	1	1	1
Serbo-Croatian	1	1	1

10. **Membership of professional bodies:**

- CEFE Macedonia, Board member/president - Association for professional training and consulting that promotes entrepreneurship culture and builds enterprising society (since 04/2014 - ongoing).
- Faster Capital - Virtual incubator based in Dubai Internet City, helping IT startups through [acceleration](#) and [incubation](#) programs. (2019 – ongoing)
- Association of Managers of R. Macedonia, Co-founder/ Board member. First legal body that unites the interests of managers in Macedonia. It is part of the SEE Associations of Managers. (since 11/2015 - ongoing)

11. **Other skills:** (e.g. Computer literacy)

- MS Office (Word, Excel, Power Point, Outlook), Internet, E-mail user, social media, web admin.
- Online facilitation tools: ZOOM, MS Teams, Google Drive, Google Forms, GDocs, GSheets, GSlides, Dropbox, Miro (interactive white board), Slido (conference system), Canva – design.
- Online management and communication tools: Trello, Atlassian, Slack, WhatsApp, Messenger, Viber, etc.

12. **Present position:** Legal Person and Manager of CEFE Macedonia + CEO of CEFE Education and Training LLC

13. **Years within the firm:** 10

14. **Key qualifications:** (Relevant to the assignment)

- Consultant and trainer in experiential education and entrepreneurship since 2009;
- Director and establisher of Enterprise CEFE Education and training;
- Designing and managing projects for economic development and community empowerment
- Fund-raising for projects realization, understanding and promote business supportive systems (raised more than 800.000 euros for CEFE Macedonia)
- In-depth knowledge of **European Education Programs “Erasmus +”** and experience in their implementation – involved as project manager, consultant or trainer in more than 30 projects worldwide.
- Preparation of project proposals (more than 50 project proposals)
- Working out business plans, marketing strategies, progress, midterm and final reports (more than 200 business plans)
- Trainer/Member of National Youth Council Macedonia <http://www.nms.org.mk/> with special accent on delivering trainings for empowering youth In initiating democratic actions and campaigns.(since 09/2014 – 12/2017)

15. **Specific experience in the world:**

Country	Date from - Date to
N. Macedonia	2006 - present
EU	2008 - present
Balkans + Turkey	2009 - present
Asia (AZ, PH, KZ, GE, AR)	2015 - present
Africa (UG, RW, KY)	2015 - present
South and Central America (VE, CH, JA, PE)	2015 - present

16. Professional experience

Date from - Date to	Location	Company	Position	Description
03/2021 – ongoing (WDs)	Bitola, Macedonia	LLC CEFE Education and Training Export Import Bitola	Owner	<ul style="list-style-type: none"> Leading a consulting company that is contributing for more competent entrepreneurs and managers in Macedonia and the world. <p>Company provides training and consultancy for the commercial sector. Some of the clients are: Sparkasse Bank AD Skopje; Agency for Promotion of Entrepreneurship; SMEs that apply for financial support to Fund for Innovations and Transfer of Technologies; Social Enterprises.</p>
04/2022 – ongoing Service contract	N. Macedonia	Sparkassenstiftung für internationale Kooperation ("SBFIC")	Supporting and Following up on "Training of Trainers Session on Savings Game, Micro Business Games and Farmers Business Games"	<ul style="list-style-type: none"> Follow up of the pilot Virtual Classroom Training on Savings Game, Micro Business Games and Farmers Business Games for 10 trainers; Support of the 10 trainers and their 4 organizations setting up their pilot VCTs in N. Macedonia; Coaching the 10 trainers in the process of delivering their trainings in 2022 and 2023; Support trainers and organizations setting up a M&E scheme (target of 15 attendees per training– youth, women, farmers); Subsequently, create a M&E database for Sparkassenstiftung;
09/2014 – ongoing Full-time	Bitola and Skopje, Macedonia	Association of citizens CEFE Macedonia www.cefe.mk	Director / Project Manager / Trainer / Coach	<p>Leading the organization to realize its vision since 2013. Working tasks:</p> <ul style="list-style-type: none"> Director – board governance; financial performance and viability (success: since my leadership organization made turnover from 0\$ to 800.000\$); organizing mission and strategies (success: creating recognized and established professional organization for creation of entrepreneurs in Macedonia and worldwide); organization operations (success: established procedures and rules for administrative and strategic working + established a training venue in center of Skopje equipped for realization of professional trainings). Trainer, coach, mentor and consultant: Experienced and certified CEFE Master trainer with more than 237 Trainings with over 5074 participants mostly youth, in the field of business skills and development, entrepreneurship, career development, self-employment, business plan development, etc. Some of the most important trainings include: GIZ Kosovo and GIZ Macedonia; Macedonian Association of Agriculture Cooperatives; U.S Embassy North Macedonia; USAID North Macedonia; National Democratic Institute NDI in N. Macedonia; Ministry of Labor and Social Justice of N. Macedonia, Red Cross of N. Macedonia; NLP Center for Business Psychology in SEEU; Price Water Coopers – PWC; UNDP Macedonia; Employment State Agency of N. Macedonia; Mladi Info Skopje + Austrian Development Agency; Macedonian Enterprise Development Foundation; National Youth Council of Macedonia; Slow Food Macedonia and American Peace Corps Volunteers in Macedonia; IGA – International Gaucher Alliance; CARE international; CEFE International; Passion for Perfection Philippines; IMB Bitolska Mlekara AD; Women Civic Initiative – Antiko; EBRD Macedonia; etc.

				<p>Provided more than 158 working days of coaching and mentorship to different target groups such as youth, students, future CEFE trainers, companies and individual enterprisers mostly in North Macedonia and the region, but also in UK, Netherlands, Rwanda, Chile, Jamaica, Philippines, etc. Some of the most important clients include: CEFE Carribean, CEFE Net Philippines, Plataforma Aurea Chile, CEFE Venezuela, Drucilla Uganda, DEM Turkey, Institute for Technology Transfer and Innovations – Bulgaria, GIZ Macedonia, Junior Achievement Macedonia, IVote Foundation Macedonia, Online learning platform © Coursera Inc. www.coursera.org; Social Inclusion through Technology - USAID Macedonia project; Stichting Incombinacion Netherlands, different SME's from Macedonia and region.</p> <p>Over 450 working days of counseling for different companies, SME, governmental and nongovernmental institutions and individuals. Some of the most important clients include: Agency for promotion of entrepreneurship of R.N. Macedonia; Agency for Employment of N. Macedonia; EPTISA Serbia; CEFE International; Macedonian Foundation for Enterprise Development; GIZ Kosovo; Foundation Business Start up Center Bitola; National Youth Council of Macedonia; The Swiss Embassy Project "Increasing Market Employability – IME", IPA project "Kitchen on Wheels"; Daka Holding DOO Bitola; Schatze Perfume Shops DOO; Deutsche Sparkassen Stiftung for International Cooperation; Sparkasse Bank AD Skopje, Ministry of Labor and Social Justice of N. Macedonia, Red Cross of N. Macedonia.</p>
10/2012 to 06/2014 Full-time	Skopje, Macedonia	Foundation "Center for Women Entrepreneurs" – Skopje & Municipalities (Gazi Baba, Aerodrom and Kisela Voda – Skopje)	Trainer Project Manager	<ul style="list-style-type: none"> Organised and ran a project for supporting start-ups led by women, Designed, prepared and realised trainings and workshops on topics: team building, goal oriented project planning, project funding, communication and presentation, cultural sensitivity/cross cultural trainings, social business etc. donated by relevant institutions and organisations in Macedonia (Municipalities of Kisela Voda, Aerodrome, Gazi Baba, American Embassy in Skopje); Designed and implemented business start-up trainings in Skopje municipalities. Strategically planned for applying on EU program funds;
05/2012 to 09/2015 Part-time	Various places in Macedonia	Educational Development Center (EDC), USAID project Youth Employability skills (YES Network)	Trainer M&E Expert	<p>External consultant and trainer, implemented six days training for future facilitators from NGO and ESA centres from Prilep, Stip and Gostivar to deliver "Work Readiness Skills" program.</p> <ul style="list-style-type: none"> Implemented three trainings (Three days each) for Employment Agency in Bitola and two trainings of five days each for Youth Cultural Centre (MKC) Bitola. Observed and coached the new facilitators from ESA centres and NGO's. Prepared, evaluated and reported the training outcome to the Senior Technical Specialist for Public - Private Dialogue and Senior Labour Market Specialist. Measuring the impact of youth who found and kept employment. Success rate of 64% after training for employment skills.
February 2009 – April 2012 Full-time	Main office in Bitola, Macedonia	Foundation Business Start - up Centre - Bitola (BSC Bitola)	Training Manager Information Officer	<ol style="list-style-type: none"> Project "Idea to Business" – SPARK, Amsterdam Project "Business Without Borders" – USAID Macedonia <ul style="list-style-type: none"> - Coordinating and facilitating training courses, events and workshops. - Maintain databases and website development. - Management of Business Plan Competitions and realizing project results. - Coordinating the support to local SME's in Pelagonia region (training, consultancy hours, incubation needs, loans support). - Maintain and development the marketing activities on BSC Bitola's social media. - Evaluation and preparing reports from consultancy and training hours. <ul style="list-style-type: none"> Perform outreach communication and branding strategy of "Business without borders" project