

Vojislav IVANOVIC

(Curriculum Vitae)

PERSONAL INFORMATION

Name	Vojislav IVANOVIC	
Address	Emerika Bluma Street No. 9, Sarajevo, Bosnia and Herzegovina	
Telephone	+387 61 223 545	
E-mail	vojoivan@yahoo.com	
Nationality at birth	Bosnia and Herzegovina	
Date of birth	5 January 1963	
Sex	Male <input checked="" type="checkbox"/>	Female <input type="checkbox"/>

WORK EXPERIENCE

Dates (from – to)	August 2021 – November 2021
Name and address of employer	International Labour Organization (ILO) ILO Office for Central and Eastern Europe Mozsár utca 14, Budapest H-1066, HUNGARY
Type of business or sector	EU4Business Recovery - COVID-19 Investment Response
Occupation or position held	Consultant
Main activities and responsibilities	<p>The objective of the Project is to support MSMEs in BiH working in the textile/apparel/footwear sectors to mitigate the negative effects generated by the COVID-19 pandemic through development of a support package for MSMEs to ensure business continuity.</p> <ul style="list-style-type: none"> • Analyze, review and provide expert inputs for finalizing the document “The Analysis and the needs assessment of companies in the textile, apparel and footwear sectors” • Design Grant Application Package including Guidelines for Applicants with all necessary forms (Application form, Budget form, Plan of activities form, Process of evaluation, Selection criteria and Scoring methodology) • Presentation of the Grant Application Package to MSMEs and partners • Support the project team in the process of providing clarifications regarding the Call for Proposals and replies to questions of potential applicants

Dates (from – to)	February 2021 – April 2021
Name and address of employer	International Labour Organization (ILO) ILO Office for Central and Eastern Europe Mozsár utca 14, Budapest H-1066, HUNGARY
Type of business or sector	EU Support to Local Employment Partnerships - Phase II (EU Funded)
Occupation or position held	Consultant
Main activities and responsibilities	<p>Production of the fact-finding report on the state of partnership-based mechanisms at the local/municipal level addressing local labour market in BiH.</p> <ul style="list-style-type: none"> • Conduct data collection through key informant interviews (mayors, head of municipal departments, municipal officials, etc.) from 67 municipalities/cities in BiH • Collect data on how many municipalities have created and adopted a development strategy and whether it properly addresses unemployment issues • Collect all other relevant data and information which would ensure better understanding of the state of the existing partnership-based mechanisms at the municipal level

	<ul style="list-style-type: none"> • Perform quantitative and/or qualitative analysis of the collected data • Investigate the extent to which partnerships, composed of the key stakeholders in the labour market, are present at the municipal level and to what extent they are capable to initiate programs which contribute to increasing formal employment • Prepare draft report, properly address comments and finalizing the report (https://partnerstvo.ba/file/fact-finding-report-2021/3)
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Dates (from – to)	October 2019 – September 2020, November 2021 – Present
Name and address of employer	GIZ – Deutsche Gesellschaft für Internationale Zusammenarbeit Zmaja od Bosne 7, 71000 Sarajevo, Bosnia and Herzegovina
Type of business or sector	EU4Business Project; EU4BusinessRecovery
Occupation or position held	Project Proposals Assessor within two calls: a) Call for Proposals for Partnership in Export-oriented sectors; b) Call for Proposals for Improvement of Innovative Capacities in MSMEs in Export-oriented sectors; c) Call for Proposals for the mitigation of COVID-19 crisis impact on MSMEs in the wood and metal sectors
Main activities and responsibilities	<ul style="list-style-type: none"> • Provide detailed assessment/evaluation of the project proposals for creation of partnerships in export-oriented sectors (wood and metal processing sector). Assessment includes evaluation of quality of the concept notes, full application and eligibility verification in accordance with the EU standards • Provide detailed assessment/evaluation of the project proposals to introduce systematic and sustainable measures which lead to improvement of innovative capacities of MSMEs for development of new products/services to increase export and create new employment. Assessment includes evaluation of quality of the full application and eligibility verification • Presentation of the assessment results (scoring, justification, recommendations) to all members of the Grant Committee

Dates (from – to)	September 2018 – September 2019
Name and address of employer	Catholic Relief Services Zagrebacka 18, Sarajevo, Bosnia and Herzegovina
Type of business or sector	Local Economic Development (LED) Strengthening Local Community Governance Project (<i>CRS funded</i>)
Occupation or position held	Project Manager
Main activities and responsibilities	<ul style="list-style-type: none"> • Provide technical assistance to capacity building of 10 municipalities and Entity governments to improve capacity to develop better conditions for SMEs and entrepreneurship development • Organization and facilitate panel discussion and trainings for representatives of ten municipalities, Federal Ministry of Development, Ministry of Economy of Republika Srpska (RS), Chamber of Commerce of FBiH and RS and experts to analyze of current polices and practice in establishing of business zones in BiH • Organization of a study visit for representatives of ten municipalities, Federal Ministry of Development, Ministry of Economy of RS, Chamber of Commerce of FBiH and RS to Croatia with purpose to see in practice functioning of good organized industrial zones • Lead activities on development and conducted editing of the document “<i>Guidelines for establishing and management of business zones in BiH</i>” in close cooperation with Federal Ministry of Development, Ministry of Economy of RS, and Chamber of Commerce of FBiH and RS • Support the Ministry of Economy of RS and the Agency for SME development in preparation of ToR for design and development of an information system with web portal of business zones in RS • Drafting work plan, prepare quarterly and final reports • Drafting MEL plan for monitoring of performance indicators and related targets with identification of data sources and collection methods • Coordinate and lead the implementation of all project activities among two team members, external experts and stakeholders

Dates (from – to)	September 2016 – September 2019
Name and address of employer	Catholic Relief Services Zagrebacka 18, Sarajevo, Bosnia and Herzegovina
Type of business or sector	Local Economic Development (LED) Restoring Accountability and Supporting Transformation Project (<i>USAID funded</i>)
Occupation or position held	Senior Project Officer / Deputy Project Manager
Main activities and responsibilities	<ul style="list-style-type: none"> • Conduct assessments of expertise gaps in municipalities and provide technical assistance to capacity building of 17 municipalities and Entity government to prepare action plans and facilitate implementation of institutional reforms of the public administration to provide better services to citizens and business people in line with the Business-Friendly Certification of South East Europe standards. BFC certificate awarded to 14 municipalities • Assist municipal mayors in establishing of the Local Economic Development office and training of the LED office staff (in 8 municipalities) • Facilitate establishing public-private partnership in a form of the Local Economic Council (in 5 municipalities) • Support partners (municipal mayor, employment and education institutions and private sector) to develop capacity to create and implement the Employment Action Plan to boost new employment (in 6 municipalities) • Support municipal team in development and implementation of annual and mid-term Capital Investment Plan (in 8 municipalities) • Analyzed and provided recommendations for efficiency improvement (decreased time and costs), simplification (less steps and documents) and transparency (involving the business community) of the municipal administrative procedure for issuance construction permits). Facilitate implementation of the new streamlined procedure (in 5 municipalities) • Support municipal mayors in creation of municipal Development Strategy and establishing body for monitoring its implementation (in 4 municipalities) • Member of the team for evaluation of 15 municipal applications for co-financing of industrial infrastructure to improve conditions for development of SMEs. Total amount of grant was USD 2.0 mil • Lead design, development and implementation of the software application (<i>Information system with a web portal of business zones in the Federation BiH</i>) to attract investments and create new jobs in close cooperation with the Federal Ministry of Development and other stakeholders (http://zonefbih.gov.ba) • Design, organize and deliver many trainings/workshops/panels and round table discussions and study visits for ministries, mayors, head of departments, local councilors, business community and other partners to promote establishing business friendly environment and improving legal and regulatory framework • Drafting annual work plans and prepare quarterly, annual and final reports • Drafting MEL plan for monitoring of performance indicators and related targets with identification of data sources and collection methods • Coordinate and lead the implementation of all project activities among four team members, external experts and stakeholders and ensure resources for project activities through periodic budget reviews • Coordinate project activities with other donors (UNDP, WB/IFC)

Dates (from – to)	August 2013 – August 2016
Name and address of employer	Deloitte Consulting LLP 1919 North Lynn Street, Arlington, VA 22209-1742, USA
Type of business or sector	Local Economic Development (LED) Growth-Oriented Local Development (GOLD) Project in Bosnia and Herzegovina (<i>USAID/Sida funded</i>)
Occupation or position held	Public Sector Lead
Main activities and responsibilities	<ul style="list-style-type: none"> • Results of the Project: 2.405 direct jobs created; FDI increased by USD 82.7 mil; Export increased by USD 54.8 mil; 33 start-ups directly generated

	<ul style="list-style-type: none"> • Provide direct technical assistance to 14 municipalities in capacity building, establishing of public-private dialogue to attract investments and job creation in line with the Business Friendly Certification of South East Europe (BFC) standard with specific focus on criteria which are basic pillars of local economic development like creation of Municipal Development Strategy (in 3 municipalities); establishing LED office (in 10 municipalities); development of municipal Employment Action Plan (in 5 municipalities); appointment Local Economic Council (in 10 municipalities); development Capital Investment Plan (in 5 municipalities). BFC certificate awarded to 5 municipalities • Support the Government of Zenica-Doboj Canton in drafting and adoption of the public-private partnerships (PPP) law and development of the PPP projects in two municipalities (Tesanj and Novo Sarajevo) • Key member of the Technical Committee to evaluate concept notes and full grant applications submitted by SMEs. Participated in drafting of the Guidelines for grant applicants. The total amount of grant was USD 3.5 mil • Support design the concept and promote the Government-to-Government program leveraging US Government funds to partner with local governments to create jobs and spur investments. Assist 4 municipalities in identification and design of the infrastructural projects • Organize two workshops and four round table discussions for the BFC certified municipalities, competent ministry representatives to discuss mechanisms for promotion of established business friendly environment • Drafting annual work plans, quarterly, annual and final reports for donors • Drafting MEL plan and monitoring implementation progress against approved performance indicators, identification of data sources and collection methods • Set-up project including interviewing and selection of the project staff, selection of beneficiaries and implementing partners • Coordinate project activities among eight team members (six field LED specialists, Public private partnership and Municipal finance advisors)
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Dates (from – to)	October 2006 – July 2013
Name and address of employer	Office of the High Representative (OHR) , Brcko District (BD), Bosnia and Herzegovina
Type of business or sector	Economic Governance
Occupation or position held	Head of the Economic Section
Main activities and responsibilities	<ul style="list-style-type: none"> • Support BD Government in institutional building and improving its management capacity (support establishing Audit Office, Public Procurement Office, Public Property Management Office, Public Utility Company) • Advise the Principal Deputy High Representative / Supervisor of the Brcko District on all economic development related activities, infrastructure related projects, privatization, restructuring, attracting and channeling foreign and domestic investments, building BD Government management capacity • Assist Brcko District Government in identifying, prioritizing projects and accessing finance for implementation of infrastructural projects (construction of the water factory – loan from the Austrian Government: Euro 12.0 mil; transformation of the Port – World Bank: USD 4.0 mil; construction of the dialysis center on the Public-Private Partnership model with a partner from Germany: Euro 2.5 mil) • Improve communication between BD Government and the private sector (Chamber of Commerce, Association of Employers, investors) and support the BD Government in establishing of a business-friendly environment (legal and regulatory framework adjusted to business people needs, establishing of the one-stop shop and Guaranty Fund) • Lead activities and support the BD Government in negotiations with the State and Entity authorities in resolving various issues relevant to the sustainability of District (securing revenue in the BD budget from value added taxes, resolving debts and property issues, electricity supply to BD)

	<ul style="list-style-type: none"> • Closely monitor drafting, adoption and execution of the BD annual and three-year framework budget particularly focusing on the capital budget, material costs, salaries and incentives/subsidies/grants • Manage Section of six, assign tasks to staff and ensure that the Section's work and staff performance supports all economy development activities
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Dates (from – to)	June 2005 – August 2006
Name and address of employer	IOS Partners 311 Mendoza Avenue Coral Gables, FL 33134, USA
Type of business or sector	Social Insurance Technical Assistance Project (SITAP) (<i>World Bank Program</i>)
Occupation or position held	Business Redesign Expert
Main activities and responsibilities	<ul style="list-style-type: none"> • Collection data and analysis of existing processes for collection, tracking and dissemination of financial data and information among extra-budgetary funds (Pension, Health and Employment Institutes) and competent ministries (Ministry of Finance, Ministry of Health, Ministry of Labor and Social Policy), governments, parliaments and other institutions • Prepare and deliver presentation to ministers and other stakeholders on provided recommendations for streamlining and optimization of the processes for collection, tracking and dissemination of financial data • Analysis of received comments from stakeholders • Preparation of the report on current policies and practice for reporting and oversight of extra-budgetary social insurance funds expenditures in the FBiH • Support institutions on acceleration of social and economic reforms and overcoming the political deadlock

Dates (from – to)	June 2005 – August 2006
Name and address of employer	IOS Partners 311 Mendoza Avenue Coral Gables, FL 33134, USA
Type of business or sector	Technical Assistance in the Privatization of the Company KTK Visoko (<i>World Bank Program</i>)
Occupation or position held	Privatization Advisor / Deputy Team Leader
Main activities and responsibilities	<ul style="list-style-type: none"> • Lead all activities, creation intensive communications channels, development and maintain close relationships among government authorities and institutions at cantonal and federal level, members of the team (local and international experts), consortium partner, KTK company and potential investors • Direct responsible for preparation all project reports and their presentation to the Federal Government and government institutions • Analysis privatization legal framework and giving recommendations to remove legal impediments for new investment and job creation. Presentation the recommendations to the government institutions • Preparation the privatization strategy and presentation to the FBiH Government • Site visits and in-depth analysis of all departments/factories of the company, performing SWOT analysis – clearly identification strengths, weaknesses, opportunities and threats for investments • Drafting company's organizational and financial restructuring plan – support business regeneration and job creation • Evaluation of the company using dynamical and statistical methods • Preparation of complete tender documentation (Information memorandum, Rules of tender–conditions, criteria and scoring methodology for bides evaluation, Draft of share purchase agreement) • Market assessment – prepare target groups of potential investors and assist potential investors in their investigation of the company (due diligence) • Manage team of six, assign tasks to team members, monitor deadlines and review all deliverables

Dates (from – to)	March 2003 – May 2005
Name and address of employer	IBTCI – International Business and Technical Consultants, Inc. 8618 Westwood Center Drive, Suite 400Vienna, VA 22182, USA
Type of business or sector	Privatization of Strategic Enterprises in Bosnia and Herzegovina <i>(USAID Program for privatization of seventeen strategic companies in BiH)</i>
Occupation or position held	Senior Financial and Business Analyst / Privatization Advisor
Main activities and responsibilities	<ul style="list-style-type: none"> • Supervisor of the Project • Advisor the CoP and the international member of the tender commission • Vital member of the team which closed six privatizations (total selling price: Euro 35 mil, investment: Euro 40 mil, employment: retained 2100 workers and 300 new employees. (Holiday Inn Hotel - buyer from Austria, TMT Travnik - Germany, NATRON Maglaj -Turkey, UNICO Filter Tesanj - Germany, Milcos – BiH, Mljekara Banja Luka - Serbia, INTERSPED Sarajevo - BiH) • Preparation of complete tender documentation – Information memo, Public invitation, Rules and conditions of tender, Draft of share purchase agreement • Participation in launching and managing the bidding process • Participation in the bids evaluation – evaluation Business plan/Financial, Marketing, Investment and Employment plan • Participation in final negotiation the Sales-Purchase Agreement with the strategic/financial investors • Acting as bridge between seller and buyer to achieve a successful transaction

Dates (from – to)	June 2002 – February 2003
Name and address of employer	International Organization for Migration (IOM) Vilsonovo setaliste 9, Sarajevo, Bosnia and Herzegovina
Type of business or sector	Program for creation working places for discharged soldiers. Portfolio included 13,000 soldiers from the Federal Army and the Army of Republika Srpska
Occupation or position held	Business Advisor
Main activities and responsibilities	<ul style="list-style-type: none"> • Coordination of all activities on the project implementation among offices in Sarajevo, Mostar, Banja Luka, Zenica and Tuzla • Collaboration and establishment partnerships with government authorities at local level, companies, business associations, education/training institutions in order to create employment and define suitable details of curriculum for the unemployed to better meet requirements of local economy • Advising beneficiaries in selection of the business ideas with a marketing approach and preparation of the business/marketing/financial plan • Training beneficiaries in start-up, establishing, development/run of SMEs (Results: 15 discharged soldiers employed in private/public companies, 6 started own business, 50 re-trained) • Monitoring the Program implementation and recommending corrective actions

Dates (from – to)	April 2002 – June 2002
Name and address of employer	EU/EUPER – European Program for Revitalizations of Post-Privatized Enterprises, Sarajevo, BiH, (EURECNA CAN Veneto International Services)
Type of business or sector	Revitalization and turn around a number of medium size companies and strengthening the capacities of local services providers
Occupation or position held	Business Consultant
Main activities and responsibilities	<ul style="list-style-type: none"> • Cooperation with relevant stakeholders from wood processing sector in BiH • Collection and analysis various data from the wood processing sector, SMEs, Chamber of Commerce and other sources • Participated in the team for creation of the study for clusters identification and development of the wood processing SMEs in BiH as an instrument for the local/regional economic development

Dates (from – to)	January 2002 – April 2002
Name and address of employer	BAS -Business Advisory Services Program (European Bank for Reconstruction and Development-EBRD) , Sarajevo, Bosnia and Herzegovina
Type of business or sector	Development of SMEs and business advisory services
Occupation or position held	Business Consultant
Main activities and responsibilities	<ul style="list-style-type: none"> • Prepare study to support two SMEs in design and implementation of integral information system to increase profitability, improve productivity and efficiency • Assist SMEs in preparation and implementation of Business/Investment and Financial plan

Dates (from – to)	October 1998 – December 2001
Name and address of employer	Business Development Program (Business Consulting and Business Finance) , (USAID funded), BiH, (<i>TRG, Deloitte and Touche Tohmatsu Emerging Markets</i>)
Type of business or sector	Economy Development - The objective of the Business Consulting was to provide technical assistance in the form of business consulting service to over 100 SMEs that had received loan from the USAID Business Finance
Occupation or position held	<p>Business Consultant in the following areas:</p> <ul style="list-style-type: none"> • Management improvement (Strategic planning, Transformation production driven company to marketing driven, Team work, Delegation, People motivation, Cost accounting, Business plan preparation, Product line profitability) • Design and implementation of Management information systems – Integral information systems • Introducing quality assurance/management system in accordance with ISO 9000 standards • Redesign, development and improvement of the companies’ organizational structure • Redesign/streamlining of the business processes - optimization data, information, documentation and material flow
Main activities and responsibilities	<ul style="list-style-type: none"> • Member of the team which prepared integral plans for business performance improvement for 30 SMEs. Prepare action plans and facilitate implementation of recommended actions • Support companies in design and implementation of integral computer information systems (7 companies). Design database and integral information systems • Train 18 companies on introduction of the ISO 9000 standards • Support redesign and improvement of companies’ organizational structure according to the best practice and modern organizational theory in 12 companies • Improvement of material requirement planning (MRP II concept) • Streamline existing business processes and data, information and material flow in 8 companies • Organizing and conducting trainings and workshops for 35 companies

Dates (from – to)	March 1998 – November 2000
Name and address of employer	Faculty of Mechanical Engineering, University of Sarajevo Department of Production Engineering and Cybernetics Vilsonovo setaliste 10, Sarajevo, Bosnia and Herzegovina
Type of business or sector	Education
Occupation or position held	<ul style="list-style-type: none"> • Senior Assistant to Professor (1998 – 2000 Full time) • Assistant to Professor (1988 – 1998 Part time)
Main activities and responsibilities	Conducting lectures for the following subjects: Metrology, Production Measurement Technique, Quality Management Systems

Dates (from – to)	January 1996 – February 1998
Name and address of employer	HERMES SoftLab (now ComTrade), Litijska 51, 1000 Ljubljana, Slovenia
Type of business or sector	Software engineering and consulting services company, with a strong domain expertise in storage and networks and systems management
Occupation or position held	Software Engineer and Team Leader
Main activities and responsibilities	<ul style="list-style-type: none"> • Member the team that designed data base for payment information system of the Republic of Slovenia • Team leader for design and implementation of the Enterprise Resources Planning (ERP) information system for a pharmaceutical company in BiH • Preparation of the feasibility study for the implementation ERP system in two companies • Advising four companies in selection and implementation of an integral information system

Dates (from – to)	April 1988 – December 1995
Name and address of employer	UNIS Institute Sarajevo, Bosnia and Herzegovina
Type of business or sector	Research in the field of computer integrated manufacturing and advanced production techniques
Occupation or position held	Research Assistant
Main activities and responsibilities	<ul style="list-style-type: none"> • Research in the areas of flexible manufacturing systems and computer integrated manufacturing • Design, simulation and optimization of manufacturing systems • Engineering analysis – Computer aided engineering - Computer aided design • Database design using ORACLE Relational Database Management System • Participation in the team which performed the feasibility study for the introduction of Flexible Manufacturing Systems in UNIS PRETIS company • Organize trainings from ICT field for members of public and private sectors

EDUCATION AND TRAINING

Education

Dates (from – to)	1988 – 1991: Postgraduate Study
Name and type of organization providing education	Faculty of Mechanical Engineering, Computer Integrated Manufacturing Department, University of Belgrade, Serbia
Principal subjects/occupational skills covered	Management; Organization design; Database design; Design and development of integral computer information systems; Design, simulation and optimization of production systems
Title of qualification awarded	Master of Science

Dates (from – to)	1983 – 1988: Undergraduate Study
Name and type of organization providing education	Faculty of Mechanical Engineering, Production, Organization and Construction Department, University of Sarajevo, Bosnia and Herzegovina
Principal subjects/occupational skills covered	Production engineering, Production techniques, Management, Organization design and development
Title of qualification awarded	Bachelor of Science

Dates (from – to)	April – August, 1998: Business Consulting Training
Name and type of organization providing training	Faculty of Economics and Business, University of Sarajevo, BiH; USAID – United States Agency for International Development
Principal subjects/ occupational skills covered	SMEs Development, Quality assurance and management, Strategic planning, Management, Marketing, Finance, Accounting, Macro/Micro Economy
Title of qualification awarded	Business Consultant

Dates (from – to)	1996 – 1997: Specialization
Name and type of organization providing education	Technical University in Munich – Institute for Machine Tools and Management, Germany (iwb-Institut für Werkzeugmaschinen und Betriebswissenschaften in München)
Principal subjects/occupational skills covered	Computer integrated manufacturing; Optimisation data, information, documentation and material flow in the production systems

Training

Dates (from – to)	February 2018
Name and type of organization providing training	Catholic Relief Services
Principal subjects	<i>“Finance for Non-Finance Managers”</i> (United Arab Emirates, Abu Dhabi)

Dates (from – to)	December 2016
Name and type of organization providing training	Catholic Relief Services
Principal subjects	<i>“Design, Implementation and Monitoring Projects”</i> (Turkey, Istanbul)

Dates (from – to)	October 2014
Name and type of organization providing training	Deloitte
Principal subjects	<i>“Promotion of Local Investment Potentials”</i>

Dates (from – to)	April 2010
Name and type of organization providing training	EU Support to Institutional Capacity Building for Regional and Local Economic and SME Development (WYG)
Principal subjects	<i>“How to improve the Conduct of SME Consultancy Assignments”</i> , including Consultancy Concepts and Roles and the Consultant as a Change Agent”

Dates (from – to)	March 2009
Name and type of organization providing training	EU Support to Institutional Capacity Building for Regional and Local Economic and SME Development (WYG)
Principal subjects	<i>“How to improve the Conduct of Training Courses for SME Managers”</i> , including Curriculum Preparation, Presentation Techniques and Training Concepts

Languages

MOTHER TONGUE	Bosnian / Serbian / Croatian
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OTHER LANGUAGES

Languages	English	German	
Reading skills	Excellent	Good	
Writing skills	Excellent	Good	
Verbal skills	Excellent	Good	

TECHNICAL SKILLS AND COMPETENCES <i>With computers, specific kinds of equipment, machinery, etc.</i>	MS Office Technical Drawings Databases Internet	Word, Excel, PowerPoint, MS Project, Outlook VISIO Technical MS Access, Oracle (basic)
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REFERENCES	Available upon request.
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