

## CURRICULUM VITAE (CV)

**Name of Candidate:** MOCANU Ion  
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### Education:

Certified John Maxwell Leadership

Ongoing

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PECB Certified ISO 21502 Lead Project Manager

Ongoing

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ToT within the International Labor Organization's - Start and Improve Your Business (SIYB)

November – December 2022 – 10 days of training

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Beyond Coaching questions, stories & training with Peter Vlad Ianusevici

24 – 25 November 2022

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Corporate Finance Institute, 2021 - 2022

Financial Modeling & Valuation Analyst

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Cardone University (2021)

Certificate of attendance the course Sales Fundamentals, Personal Finance and Wealth Creation

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Arizona State University, W.P. Carey School of Business (2021)

MiniMasters in Leadership and Management for Development Impact

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JP Corporate International (2021)

Certificate of attendance the course Effective Consulting through the Crisis and Beyond

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Training for Trackers from Startup Academy, May 2021

Certified in Tracking Start-ups

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AdCognus Educational Center (2020)

Certificate of attendance the course "A to Z Project Management", and "Agile Scrum and Kanban"

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"Dunarea de Jos" University (2014-2017)

Bachelor degree in International Relations and European Studies

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State University "B.P. Hasdeu", (2014-2017)

Bachelor degree in Accounting, Licensed in Economy

**Expertise, consultancy, mentorship and delivered training programs:**

Clients	Activities
Investment Agency from the Republic of Moldova	Role: Project Manager Organizing B2B sessions in Bucharest for 5 Export Missions from Republic of Moldova producers to retailers from Romania for Wine, Industrial Products, Fruits, Furniture and Food Industry. (that's include cold calling in Moldova an Romania and 2 offline events in Bucharest). In the period August – December 2023.
UNDP	Role: Trainer Delivery of Start and Improve Your Business (SIYB) program for two Business Incubators Residents and mentorship in the period May – October 2023
IRI	Role: Trainer and Mentor Delivery of the training program for ASRM organization for a group of 16 participants, in the period April - June 2023
ECOVISIO – SYIB program	Role: Trainer and Mentor Delivery of the training program developed and certified by the International Labor Organization, regarding Start and Improve your Business - SYIB, for 3 groups of participants approx. 20 participants each, in the period March - May 2023
BUSINESS INCUBATOR FROM ȘTEFAN VODĂ	Role: Trainer and Consultant Training delivery for Public Institutions from the region on Community mobilization, for strategic projects in the community. April – June 2023
FONDUL PENTRU TINERI FROM ORHEI, VARNIȚA, ȘTEFAN VODĂ AND CAHUL	Role: Trainer Training delivery RESPIRĂ - a personal development and leadership training program. Training was delivered for 4 groups of participants of 12-14 participants each. March – June 2023
YOUTH DEVELOPMENT FOR INNOVATION FOUNDATION	Role: Trainer and Mentor during 10 workshops, 30 hours of mentoring, 100 participants within the Youth4Entrepreneurship entrepreneurial hub, implemented by the Youth Development for Innovation Foundation, financed by the European Union and co-financed by Sweden through the East-European Foundation / East Europe Foundation - Moldova in partnership with European Business Association Moldova, Contact Center, Digital Park and StarNet. January – February 2023
ATIC	Role: Tracker / Business consultant. Tracking and consulting 4 businesses in the Tourism field from Cahul region, for capacity building and implementation of digital solutions and marketing tools in their own businesses in the Digital Upgrade Cahul program. February 2023 – April 2023.

	<p>Role: Tracker / Business consultant. Tracking and consulting 4 businesses in the Logistics and Agriculture field from Cahul region, for capacity building and implementation of digital solutions and marketing tools in their own businesses in the Digital Upgrade Cahul program.</p> <p>November 2022 – January 2023.</p>
KATOEN NATIE MOLDOVA	<p>Role: Teambuilding facilitator and Trainer. Participants: 44 employees of the company. Teambuilding and training to strengthen the team and motivate it, on 07.11.2022.</p>
AO PERSPECTIVA	<p>Role: Trainer/Mentor/Coach. Participants 15-20 participants of which 50% NEET participants within the Youth Entrepreneurship Support Fund within the project: Better opportunities for young men and women who do not benefit from education, training and jobs, September 2022 - February 2023.</p>
TERRE DES HOMMES MOLDOVA	<p>Role: Trainer/Mentor. Participants: 25 students from 25 partner institutions who participated in the JOBOTECA entrepreneurship summer school, between August 11 and 14, 2022.</p>
EXPORT PARTNERS SRL	<p>Role: Manager. Team mentoring and providing on-demand market research services for the expanding of the activity of a company in the southern region of Moldova, July 29 – August 19, 2022.</p>
AO ASOCIAȚIA PENTRU DEZVOLTAREA TEHNOLOGIILOR INFORMATIVE EDUCATIVE	<p>Role: Program Manager/Trainer. Participants: group of 30 people. Program: Cyber security for all, within the Girls Go IT 2022 project</p>
TEKWILL	<p>Role: Program Manager/ Trainer. Participants: group of 50 people. Program: BSD Academy – Knowledge Radar (4 training and mentoring programs were delivered over 7 months: Cyber Security for all / Cyber Security for Managers / Articulate 360 and RISE user training program / Entrepreneurship and business development program), within the Tekwill Ambassadors project</p>
BSD MANAGEMENT	<p>Role: Consultant. Creation and delivery of programs in the field of information technologies for non-IT and managers.</p>
ATIC, PROIECT ICTEC	<p>Role: Tracker/Consultant/Mentor. Facilitating the process of initiation, launch development, sales, MVP development and scaling of start-ups (HealthTech Hackathon, FinTech Hackathon, FinTech Accelerator and Start-up University Accelerator).</p>
AO ASOCIAȚIA PENTRU DEZVOLTAREA TEHNOLOGIILOR INFORMATIVE EDUCATIVE UPSHIFT Program	<p>Role: Trainer/Mentor. Initiation, development and launch of the start-ups for a group of 80 participants in the UPSHIFT program (2021 and 2 editions in 2022 (1 month trainings each edition))</p>
AO PERSPECTIVA	<p>Role: Trainer. Summer camp – 15 – 17 August 2022, Cahul. Autumn camp - Youthbank Cahul 18-20 September 2020. / Summer camp - "Young Community Leader Camp 21 - 23 August 2021"</p>

AO ACADEMIA VIITORUL	Role: Manager of educational and development programs and Trainer. Summer camp - Growing together as a team, July 26 - 30, 2021.
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**Employment record relevant to the assignment:**

Period	Employing org.	Position	Main activity performed during employment
March 2021 - present	BSD Academy LLC	Administrator	- Act as a strategic partner by developing and implementing the company's mission, plans and programs.
June 2016 - present	AIESEC Cahul NGO	President of AIESEC Cahul	- Achievement of organizational mission and goals; - Ensuring the management of entire organization;
September 2021 - present	Academia Viitorul NGO	Educational programs Manager	- Development of educational programs for children and young people within the Viitorul football academy
January 2021 – February 2022	BSD Management LLC	Consultant of Innovative Projects in Education	- Development and implementation of innovative projects within the company in the field of cyber security and digitization of company services.
October 2021 – March 2022	Chemonics International INC	Innovation and Regional development Manager	- USAID Contractor - Increasing and developing the capacities of the Centers of Excellence and of the Business Associations in the Regions
April 2021 – December 2021	ATIC	Start-up Tracker (Consultant)	- Consulting the team on launching the Startup idea - Diagnosing the potential and success rate of the Start-up team
March 2019 – September 2021	Chemonics International INC	Engineering and Creative Services Industry Specialist	- USAID Contractor - Elaboration, coordination, planning and monitoring of works in the field of engineering and creative services within the Competitiveness Project of Moldova
June 2019 – June 2020	Toastmasters International – Top Toastmasters Chisinau	Vice -President Education	- Planning the education cycle during the year - Monitoring the team using the educational platform - <a href="https://www.toastmasters.org/pathways-overview">https://www.toastmasters.org/pathways-overview</a> - Delivery of trainings, mentoring and creating good environment for learning

**Language Skills (indicate only languages in which you can work):**

proficient in Romanian and English, good in Russian and a bit of German.