




| PERSONAL INFORMATION | |
|---|---|
| Gjorgji Mancheski | |
|  |  St. Petar Pop-Arsov No. 16, 7500 Prilep, Republic of North Macedonia |
| |  +38970280950  +38970280950 |
| |  gmancheski@t-home.mk |
| |  Skype: gmancheski |
| | Sex Male Date of birth 06.06.1968 |

| WORK EXPERIENCE | |
|--------------------|--|
| 2018 - 2022 | Chef of the department of Business Informatics on the Faculty of Economics – Prilep, University St. Klement Ohridski – Bitola |
| 2019 -2020 | Business Advisor (UNDP self employment program) |
| 2010 – 2018 | Dean of the Faculty of Economics – Prilep, University St. Klement Ohridski – Bitola |
| 2006 – 2010 | Chef of the department of mathematics, statistics and Cybernetics on the Faculty of Economics – Prilep, University St. Klement Ohridski – Bitola |
| 2015 - ... | Full professor the Faculty of Economics – Prilep, University St. Klement Ohridski – Bitola |
| 2009 – 2014 | Associate professor the Faculty of Economics – Prilep, University St. Klement Ohridski – Bitola |
| 2004 – 2009 | Assistant professor Associate professor the Faculty of Economics – Prilep, University St. Klement Ohridski – Bitola |
| 1999 – 2004 | Assistant Associate professor the Faculty of Economics – Prilep, University St. Klement Ohridski – Bitola |
| 1994 – 1999 | Junior assistant Associate professor the Faculty of Economics – Prilep, University St. Klement Ohridski – Bitola |
| 1992 – 2004 | Senior computer programming in Euroinvest 11 October – Prilep |
| 2004 - ... | CEO&CTO on Vertex Brodcvast Solution – Prilep |

| EDUCATION AND TRAINING | |
|--|---|
| Faculty of Civil Engineering – Skopje University St. Kiril and Methodius - Skopje | Bachelor degree in Elektronik And Telecommunications |
| Faculty of Economics – Prilep University St, Klement Ohridski – Bitola | Masters degree of Operation Research |
| Faculty of Economics – Prilep University St, Kliment Ohridski – Bitola | Ph.D. degree of Economics – field Infrastructure Projects And Traffic |

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| PERSONAL SKILLS | |
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|-------------------|-------------------|---------|--------------------|-------------------|---------|
| Mother tongue(s) | Macedonian | | | | |
| Other language(s) | UNDERSTANDING | | SPEAKING | | WRITING |
| | Listening | Reading | Spoken interaction | Spoken production | |
| English | B2 | B2 | B2 | B2 | B2 |
| Serbian | C1 | C1 | C1 | C1 | C1 |

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| Computer skills | Windows, MS Word, MS Excel, MS Project, MS Access, MS SQL Server, .NET C#, ASP .NET, MySQL, html, NodeJS |
| Driving licence | A, B |

| ADDITIONAL INFORMATION | |
|------------------------|--|
| Research Papers | Anex 1 – Research Papers |
| Project | Anex 2 – International Projects |
| Aplicative Work | <p>As CTO on VERTEX BRODACST SOLUTION</p> <p>Project Manager on software products:</p> <ul style="list-style-type: none"> • VERTEX TV BROADCAST SOLUTION – more then 800 licenses are in use, • Vertex ERP Software Solution – more 500 licenses are active, • Vertex Invoicing Software – more than 300 licenses are active, • Workflow Business Modeler – implemented are 23 business processes, • Site Lock –2 licenses are active, • Vertex Billing System –15 licenses active, • Working time electronic evidence – 20 active licenses, • Software for restaurants – active 20 licenses, • LON Production, • Vertex Info System, • Audio finger print recognition. |

Anex 1 – Research paper

1. Renata Petrevska Nechkoska, Gjorgji Mancheski, Geert Poels (Editors), Facilitation in Complexity: From creation to co-creation, from dreaming to co-dreaming, from evolution to co-evolution, Springer Nature, 2023, ISBN 978-3-031-11064-1
2. Mancheski, G., Petrevska Nechkoska. Conceptualisation of Decentralized Blockchain-Based, Open-Source ERP Marketplaces, Springer, 2023, Cham. https://doi.org/10.1007/978-3-031-11065-8_7.
3. D. Jovanoska, Gj. Mancheski, On-Line Big Data Processing Using Python Libraries for Multiple Linear Regression in Complex Environment, 27th International Scientific Conference Strategic Management and Decision Support Systems in Strategic Management, 20th May, 2022 Subotica,
4. D. Jovanoska, R.P. Nechkoska, Gj. Mancheski, Metabase cockpits as a base for BI in Strategic management, 26th International Scientific Conference Strategic Management and Decision Support Systems in Strategic Management, 21st May, 2021, Subotica, Republic of Serbia,
5. D. Jovanoska, Gj. Mancheski, Time-based business models using Metabase, INTERNATIONAL CONFERENCE ON NEW ACHIEVEMENTS IN SCIENCE, TECHNOLOGY AND ARTS, ICNA-STA, 14th -15th April 2022, Peje, Kosovo ISBN: 978-9951-9090-0-6,
6. Renata Pe. Nechkoska, Geert Poels, **Gjorgji Mancheski** "Towards Improving Adaptability of Capability Driven Development Methodology in Complex Environment", Advanced Information Systems Engineering Workshops, 06/2018: pages 15-27,
7. Violeta Gligorovski, **Gjorgji Mancheski**, Marjan Angeleski, "Increasing The Engagement Of Audience In Seo Of An Actual Web Page Using Google Ads", Balkan and Near Eastern Journal of Social Sciences, Balkan ve Yakın Doğu Sosyal Bilimler Dergisi, 2018,
8. Violeta Gligorovski , **Gjorgji Mancheski**, Marjan Angeleski, "Quantification of the Managerial" Stress, TEM Journal. Volume 7, Issue 1, Pages 201-210, ISSN 2217-8309, DOI: 10.18421/TEM71-25, February 2018,
9. Margarita Janeska, Dejan Zdraveski, **Gjorgji Mancheski**, Kosta Sotirovski, "Performance Evaluation of Autonomic Computing Systems", Conference: 22nd International Scientific Conference SM 2017, Subotica,
10. Violeta Gligorovski, **Gjorgji Mancheski**, Marjan Angeleski, "Adaptation model for reducing the managerial stress", Annals of the "Constantin Brâncuși" University of Târgu Jiu, Economy Series, Issue 6/2017,
11. **Gjorgji Mancheski**, Gligorovski Violeta, Lidija Simonceska, "Mapping the changes in the companies in the RM in relation to the industry and the activity in which they operate", Balkan and Near Eastern Journal of Social Science, volume 3, no 4, 2017, 136-149,
12. **Gjorgji Mancheski**, Gligorovski Violeta, "Mapping the changes in Companies in the Republic of Macedonia, According to the size of the company", International Journal of Management (IJM), Volume 8, issue 4, July – August 2017, pp 88-97, Article ID: IJM_08_04_012 Journal; impact factor (2016):8.1920 Calculated by ISI,
13. Violeta Gligorovski, **Gjorgji Mancheski**, Marjan Angeleski, "Adaption Model for Reducing the Managerial stress", Annals of the „Constantin Brâncuși" University of Târgu Jiu, Economy Series, Issue 6/2017, Gorj, Romania,
14. Dejan Krstevski, **Gjorgji Mancheski**, "Telecom cost optimization: How to subsidize handset subsidie", Economic development Journal of the Institute of Economics –Skopje, year.18 No.3/2016,

15. Renata Petrevska Nechkoska, Geert Poels, **Gjorgji Manceski**, "Identifying and Addressing Adaptability and Information System Requirements for Tactical Management", Conference on Advanced Information Systems Engineering - CAiSE 2016, Ljubljana, Slovenia; 06/2016,
16. Dejan Krstevski, **Gjorgji Mancheski**, "Managerial accounting: Modelling customer lifetime value - an application in the telecommunication industry", European Journal of Business and Social Science, Vol.5, No.01 , April 2016,
17. Rocheska, S., Angeleski, M., **Mancheski, G.**, "A New Methodological Approach for Designing the Software Industry Value Chain", Ecoforum Journal, Vol 4, No 2 (July, 2015),
18. Renata P. Nechkoska, Geert Poels, Gjorgji Mancheski, "Bridging Operational, Strategic and Project Management Information Systems for Tactical Management Information Provision", European Conference on IS management and evaluation 2015,
19. Nikoloski Dimitar, Angelski Marjan, Rocheska Slavica, **Gjorgji Mancheski**, "Harnessing Innovation potential of Crowd sourcing", The International Conference, CKS 2014 –Challenges of the Knowledge Society Bucharest, 16th -17th May 2014, 8th Edition.
20. Nikoloski, D., Angeleski, M., Rocheska, S., **Mancheski, Gj.**, "Does The Higher Education Promote Students' Entrepreneurial Potential in The South-Eastern European Countries?" *UCB Annals No. 2/2014 Economy Series*
21. Марјан Ангелески, Димитар Николоски, Славица Роческа, **Ѓорѓи Манчески** "Знаењата и вештините на студентите – предуслов за нивна вработливост на пазарите на труд во Југоисточна Европа", Зборник од Советување „КАКО ДО ПОГОЛЕМА ВРАБОТЕНОСТ НА СТУДЕНТИТЕ И ДИПЛОМЦИТЕ?", МАНУ, Скопје, Македонија, 14 март 2014 год.
22. Rocheska, S., Angeleski, M., Nikoloski, D., **Mancheski, Gj.**, "Harnessing Innovation Potential of Crowdsourcing", *Proc. of the 8th International Scientific Conference CKS2014 "Challenges of the Knowledge Society", Bucharest, Romania, May 16th-17th, 2014*
23. Rocheska, S., Kostoska, O., Angeleski, M., **Manceski, G.**, "User-Driven Innovation: Towards a New Innovation Paradigm", *Third International Scientific Conference Economics of Integration, on the theme: Using knowledge to move from recession to prosperity, Tuzla, BiH, 6-7 December, 2013*
24. Rocheska, S., Kostoska, O., Angeleski, M., **Manceski, G.**, "User-Driven Innovation: Towards a New Innovation Paradigm", *Economic Review: Journal for Economics and Business, May 2014, Vol XII, Issue 1*
25. Rocheska, S., Kostoska, O., Angeleski, M., **Mancheski, Gj.**, "National Innovation System in Macedonia: a Critical Review", *The Young Economists Journal*, 21th issue, November 2013 (во печат)
26. Nikoloski, D., **Mancheski, Gj.**, Angeleski, M., Kusi, E., "The Assessment of Students' Satisfaction in the South-Eastern European Countries: An Alternative Approach for Evaluating the Quality of Higher Education", *TEM Journal Vol.2, No.3, (September 2013)*
27. Rocheska, S., Kostoska, O., Angeleski, M., **Mancheski, Gj.**, "EU Innovation Strategy and Global Competitiveness", *Proc. of the 6th International Conference for Entrepreneurship, Innovation and Regional Development: Regional Economic Resilience through Innovation and Enterprise (ICEIRD 2013)*, ISBN: 978-9944-380-09-6, Istanbul, Turkey, 2013
28. Nikoloski, D., Kusi, E., **Mancheski, Gj.**, Angeleski, M., "The assessment of students' satisfaction in the South-Eastern European countries: an alternative approach for evaluating higher education quality", *Proc. of the 6th International Conference for Entrepreneurship, Innovation and Regional Development (ICEIRD) Istanbul, Turkey, June 20-21, 2013*
29. Nikoloski, D., Kusi, E., **Mancheski, Gj.**, Angeleski, M., "The assessment of students' satisfaction in the SEE countries: an alternative approach for evaluating the quality of higher education", *Second*

Open Conference of European Integration in Higher Education and Research in the Western Balkans, Belgrade, Serbia, 13 May 2013

30. Сашко Мартиновски, Вера Симовска, Валентина Павлова, **Ѓорѓи Манчески**, "Развој и имплементација на системи за поддршка на стратешко планирање во урбаната средина и здравствениот сектор со примена на Географски информативен систем во Република Македонија", Journal of Hygienic Engineering and Design – Jhed, 2013,
31. Сашко Мартиновски, **Ѓорѓи Манчески**, „ГИС моделирање за стратешко планирање на развојот на урбана средина со осврт на Р. Македонија", Хоризонти, 2012-2013,
32. Сашко Мартиновски, Вера Симовска, Валентина Павлова, Даниела Неделковска, **Ѓорѓи Манчески**, „РАЗВОЈ И ИМПЕМЕНТАЦИЈА НА СИСТЕМИ ЗА ПОДРШКА НА СТРАТЕШКО ПЛАНИРАЊЕ ВО УРБАНАТА СРЕДИНА И ЗДРАВСТВЕНИОТ СЕКТОР СО ПРИМЕНА НА ГЕОГРАФСКИ ИНФОРМАЦИОНЕН СИСТЕМ ВО РЕПУБЛИКА МАКЕДОНИЈА", JOURNAL OF HYGIENIC ENGINEERING AND DESIGN- JHED, <http://www.jhed.mk/categories/view/445>, 2013
33. Kostoska, O., Mitrevski, P., Angeleski, M., **Manceski, Gj.**, "Measuring the qualitative competitiveness of the Macedonian economy", Proc. of the International Scientific Conference "Researching Economic Development and Entrepreneurship in Transition Economies" (REDETE 2012), Banja Luka, Bosnia and Herzegovina, 2012,
34. Simovska V., Damjanovski D., Pavlova V., Martinovski S., Nikolovska-Nedelkoska D., ¹Antoska V., **Manceski Gj.**, Vidin M., „THE EFFECT OF SOCIO-ECONOMIC INDICATORS ON DIETARY HABITS, PHYSICAL ACTIVITY LEVELS (PALs) AND BMI kg/m² IN MACEDONIAN YOUTH". V Congress of Sports Medicine and Sports Sciences, Belgrade, 4-5 December, 2012. **The Book of papers and Abstracts, Belgrade 2012:14-15**, <http://www.smas.org/kongresi.html> ,2012,
35. **Mancheski, Gj.**, Angeleski, M., Kostoska, O., "Indicators For Measuring ICT Innovations – The Case of The Republic of Macedonia", 1st International Conference "South-East European Countries towards European Integration", Elbasan, Albania, 2012,
36. Petrevska-Neckoska R., **Manceski Gj.**, "Specific Skill Set Training for Working Professionals by Faculties via e-Learning", International Conference "ICT Innovations 2012", Ohrid, Macedonia, 2012,
37. **Mancheski, Gj.**, Angeleski, M., Kostoska, O., "ICT enabled innovation readiness of the companies in the Republic of Macedonia", 17th International Scientific Conference SM2012 "Strategic Management and Decision Support Systems in Strategic Management", Subotica, Serbia, 2012,
38. **Manceski G.**, Malenkovska Todorova M., Donceva R., "Economic and Safety Aspects of Mini-Roundabouts Usage", IV Scientific Conference "Transport Problems", Katowice, 2012,
39. Petrevska Neckoska R., **Manceski Gj.** "Benefits and SWOT analysis of iKnow software project for eStudent Services for all Higher education system in Macedonia", National Conference CIIT 2012, Bitola, Macedonia,
40. Simovska V, Martinovski S., Damjanovski D., Pavlova V., Nikolovska-Nedelkoska D., **Manceski Dj.**, „Eating habits and physical activity levels monitoring as basis for a new NCDs prevention programme in Republic of Macedonia", Proceedings of Latvian Academy of Sciences. Section B, 2012. International Conference "Nutrition and Health", September 4-6, 2012, Riga, Latvia. The Book of Abstracts, Riga 2012:26. www.elsevier.com, 2012.
41. Simovska V., Damjanovski D., Pavlova V., Martinovski S., Nikolovska-Nedelkoska D., ¹Antoska V., **Manceski Gj.**, Vidin M., "The Effect of Socio-Economic Indicators on Dietary Habits, Physical Activity Levels (PALs) and BMI kg/m² in Macedonian Youth ", V Congress of Sports Medicine and Sports Sciences, Belgrade, 4-5 December, 2012. The Book of papers and Abstracts, Belgrade 2012:14-15, 2012,

42. Kostoska, O., **Mancheski, G.**, Angeleski, M., "Trade performance of the Macedonian economy according to technology classes", Fourth International Scientific Conference on "Economic & Social Challenges 2011, Globalization and Sustainable Development", Tirana, Albania, 2011002C
43. **Mancheski, G.**, "Game Theory and Decision Making in the Post-Recession Period", *Proc. of the International Conference "The Economy and Business in Post-Recession"*, Prilep, Macedonia, **2010** (to be published)
44. **Mancheski, G.**, Malenkovska-Todorova, M., "Mini-Roundabouts as a Measure for Lowering Implementation Costs", *Proc. of the International Conference "The Economy and Business in Post-Recession"*, Prilep, Macedonia, **2010** (to be published)
45. **Mancheski, G.**, Ambardžiev, G., "Digital Tapeless Solution for HD/SD TV Stations and It's Workflow Automation", *2nd International Conference "ICT Innovations 2010"*, Ohrid, Macedonia, **2010**
46. **Манчески, Ѓ.**, Маленковска-Тодорова, М., Драженко, Г., "Послупци вредновања у изради студије оправданости и изградње обилазнице", *Пут и саобраћај*, бр.4, Београд, Србија, **2010**
47. **Mancheski, G.**, Malenkovska-Todorova, M., "Management of road network development in Republic of Macedonia-case study", *Croatian Scientific Society for Transportation*, Opatija, Croatia, **2009**
48. **Mancheski G.**, Malenkovska-Todorova, M., "Traffic flow forecasting based on no complete highway data base", *1st Scientific Conference "Transport Problems"*, Katowice, Poland, **2009**
49. **Mancheski, G.**, Malenkovska-Todorova, M., "Утврдување на карактеристиките на сообраќајните токови за изработка на предфизибилити студија на автопатот Велес – Прилеп", *Пут и саобраћај*, бр.4, YU ISSN 0478-9733, pp. 57-62, Београд, Србија, **2008**
50. **Mancheski, G.**, Hristoski, I., "Portal Builder Framework for E-support Enterprise Workflow Management", *Proc. of the International Scientific Conference: "Business And Globalization"*, Ohrid, Macedonia, **2007**
51. Dončeva, R., Kokalanov, G., **Mancheski, G.**, "Optimal Road Section Variant Based on Economic Impact", Sarajevo, **2006**
52. **Mancheski, G.**, "IT Interface of The New Economy", *Proc. of the International Scientific Conference: "The Challenges of the New Economy"*, Ohrid, Macedonia, **2005**
53. **Mancheski, G.**, "Conceptual Framework and Product for Business Process Digitalization in Television Companies", *Business Processes, Learning and Development in the context of Strategic Management*, Subotica, Serbia, 2005
54. **Mancheski, G.**, Mitrevski, P., "DirectShow-Based Media Server", *7th Annual DECUS Conference*, Ohrid, Macedonia, **2004**
55. **Mancheski, G.**, Kokalanov, G., "Traffic Road Section Investment Risk Modelling and Computer Simulation", *Proc. of the XXXIX International Scientific Conference on Information, Communication and Energy Systems and Technologies (ICEST 2004)*, Bitola, Macedonia, **2004**
56. **Mancheski, G.**, Mitrevski, P., "A Model and SW Solution for Determining Economic Indicators for Construction, Exploitation and Maintenance of a Traffic Road Section", *Proc. of the 4th CiiT Conference on Informatics and Information Technology*, Bitola, Macedonia, **2003**
57. **Mancheski, G.**, "e-Business in Macedonia – Conditions, Problems and Perspectives", *International Symposium "Regional Cooperation and Economic Development"*, Faculty of Economics, Prilep, **2003**
58. **Mancheski, G.**, "Economic Effects of Investment in Traffic Road Section", *International Symposium "Regional Cooperation and Economics Development"*, Faculty of Economics, Prilep, **2003**
59. Mitrevski, P., **Mancheski, G.**, Gušev, M., "A Framework for Performance Analysis of e-Business Applications", *Proc. of the 3rd CiiT Conference on Informatics and Information Technology*, pp. 107-114, Bitola, Macedonia, **2002**
60. **Mancheski, G.**, Kokalanov, G., "Facility Management Systems for Building Objects Management", *The First Congress of Engineers from Macedonia*, Engineering Institution of Macedonia – Skopje, Struga, Macedonia, **2002**

61. **Mančeski, G.**, "Software Solution for Determination of the Speed profile", Faculty of Construction – Skopje, Book 13, Skopje, Macedonia, November, 2002,
62. **Mančeski, G.**, "Economic Impact from Road Construction", *Annals of Papers 2001-2002*, Faculty of Economics, Prilep, Macedonia, **2002**
63. **Mančeski, G.**, "Informational System for Management With Stock", *International Symposium*, Varna, Bulgaria, **2001**
64. **Mančeski, G.**, "Modelling of the casual processes by application of the function of intensity as a basis of business decision", *53rd Session of International Statistical Institute*, Seoul, Korea, **2001**
65. **Mančeski, G.**, "The quality of information in the 21st century information system", *Quality Forum 2000, "Building the 21st Century-Quality for Society"*, Athens, **2001**
66. **Mančeski, G.**, "Quality of the Information in the Management Information System – the base for rational decisions", *45th EOQ Congress 2001 "Quality: The Bridge to Global Competition"*, Istanbul, Turkey, **2001**
67. **Mančeski, G.**, "The Influence of the Changes in the Political and Economic System on the Value Points of Reference and the Types of Political Culture of the citizens of the Republic of Macedonia", *Annals of Papers*, Faculty of Economics, Prilep, Macedonia, **2000**
68. **Mančeski, G.**, "Intelligent Systems for Process Management", *MAZUK Conference*, **2000**
69. **Mančeski, G.**, "**Replacement of the Traditional Models of Information System as a Condition for the Growth and Development of the Companies in the Countries with Transition Economies**", *International Scientific Conferences "Result and Perspectives of Postsocialistic Economies*, Nis, Serbia, 2000
70. **Mančeski, G.**, "**Use of Intelligent Systems for Processes Management**", *International Scientific Conferences "Result and Perspectives of Postsocialistic Economies*, Nis, Serbia, 2000
71. **Mančeski, G.**, "**Change of some contemporary methods for short time forecasting in the marketing**", *Jubilee scientific conference economy and development of society*, University of Economics, Varna, Bulgaria, 2000
72. **Mančeski, G.**, "Fundamental meaning of the Sout-East European countries strategies in the international marketing", Annual Conference, University of Derby, The Chartered Institute of Marketing, **2000**
73. **Mančeski, G.**, "Implementation of the information systems as a fundament for qualitative marketing management", Annual Conference, University of Derby, The Chartered Institute of Marketing, **2000**
74. **Mančeski, G.**, "**Regional Development and Demographic Courses of Balkan Countries**", *International Scientific Conferences "Result and Perspectives of Postsocialistic Economies*, Nish, Serbia, 2000
75. **Mančeski, G.**, "**Implementation of Information Technology as a Foundation for Faster Development of Republic of Macedonia**", *International Scientific Conferences "Result and Perspectives of Postsocialistic Economies*, Nis, Serbia, 2000
76. **Mančeski, G.**, "Information Technology in Management of Trade Companies", *The 5th Scientific Conference, Strategic Trade Management*, Faculty of Economics, Subotica, Serbia, **2000**
77. **Mančeski, G.**, "Matematical Model and Software Solution for determination of direct fuel expenses while the vehicle is moving in free traffic flow", *Annals of Papers 1999-2000*, Faculty of Economics, Prilep, **2000**

Anex 2 – International Projects

1. Regional Joint Doctoral Programme in Entrepreneurship and SME Management for Western Balkan Countries, DOCSMES 510993-TEMPUS-1-2010-1-IT-TEMPUS-JPCR(2010-3187/001-001) (**2011--2014**)
2. *"Innovation and Knowledge Management towards e-Student Information System"*, 511342-TEMPUS-1-2010-1-UK-TEMPUS-JPGR (**2010-2012**)
3. *"Workflow and Document Management Infrastructure towards Integrated University"*, Tempus UM_JEP 40045-2005 (**2006-2009**)
4. *"Quality Assurance and Accreditation System Network"*, Tempus SCM-C011B05-2005 (**2006-2007**)
5. *"Sustainable Multilingual Interoperable Learning Environment"*, Tempus SCM-C009B05-2005 (**2006-2007**)
6. *"Management and Business Education in Computer Studies"*, Tempus CD_JEP 18046-2003 (**2004-2007**)
7. *"Administration et gestion des universités dans l'ARYM"*, Tempus UM_JEP 15032-2000 (**2001-2003**)
8. *"Models of Economic Propriety Evaluation for Roads Construction"*, Faculty of Construction, Ministry of Science of the Republic of Macedonia, (**2000-2002**)
9. *"The Impact of Changes in the Political and Economic System upon the Value Points of Reference and the Types of Political Culture of Citizens in the Central South-East Europe, with a special emphasis of Macedonia"*, Science and Arts Association, Ministry of Science of the Republic of Macedonia, (**1997-2000**).

Anex 3 - Financial Expert (professional expiriences)

| Date from - Date to | Location | Company | Position | Description |
|------------------------|-----------|---------------------------------|---|--|
| Dec 2010 - Dec 2011 | Macedonia | Balkan Consulting, Skopje | Financial Expert / Traffic expert | Feasibility study with traffic analysis for freeway Stip-Radovis-Strumica , Project managers: M.Malenkovska Todorova, G.Manceski; <ul style="list-style-type: none"> - Methodologies undertaken in order to check if there are functional, economic and financial justification for a new freeway building; - Project manager responsible for traffic data collection, traffic counting, analysis of data, development of traffic model, preparation of various strategies for traffic forecasting, - Calculating exploitation cost, - Calculating traveling time costs, - Calculation traffic accidents costs, - Calculating maintenance costs, - Preparation of financial and/or economic Cost Benefit Analysis, - EIRR, ENPV, FIRR, FNPV, - Economic Evaluation, Financial Evaluation, Multicriteria Evaluation. |
| Dec 2010 - Dec 2011 | Macedonia | DIWI, Skopje | Financial Expert / Traffic expert | Feasibility study with traffic analyses for highway, section Bulgaria-Veles , Project managers:M.Malenkovska Todorova, G.Manceski; <ul style="list-style-type: none"> - Activities undertaken to examine the justification of a new road construction; - Project manager responsible for traffic data collection, traffic counting and organization of polling, analysis of data, development of traffic model preparation of various strategies for traffic forecasting, - Calculating exploitation cost, - Calculating traveling time costs, - Calculation traffic accidents costs, - Calculating maintenance costs, - Preparation of financial and/or economic Cost Benefit Analysis, - EIRR, ENPV, FIRR, FNPV - Economic Evaluation, Financial Evaluation, Multicriteria Evaluation. |
| Aug 2008 - Aug 2009 | Macedonia | Prostor, Kumanovo | Financial Expert / Traffic expert | Feasibility study for Rosoman bypass - junction to trunk road M-1 , Project managers:M.Malenkovska Todorova, G.Manceski; <ul style="list-style-type: none"> - Application of methodologies for different types of evaluation,(functional, economic and financial), In order to determine if there are possibilities to construct the Rosoman bypass; <ul style="list-style-type: none"> - Project manager, in charge of traffic data collection, traffic counting and organization of polling, analysis of data, development of traffic model, preparation of various strategies for traffic forecasting, - Calculating exploitation cost, - Calculating traveling time costs, - Calculation traffic accidents costs, - Calculating maintenance costs, - Preparation of financial and/or economic Cost Benefit Analysis, - EIRR, ENPV, FIRR, FNPV, - Economic Evaluation, Financial Evaluation, Multicriteria Evaluation. |
| Mar 2008 - Mar 2009 | Macedonia | Prostor, Kumanovo | Financial Expert / Traffic expert | Pre-feasibility study for expressway on R-106 section, bridge on River Raec-Drenovo , Project managers:M.Malenkovska Todorova, G.Manceski; <ul style="list-style-type: none"> - Taking into consideration the results of different valuation types,(functional, economic and financial), - to get an answer if there are possibilities to construct the expressway on R-106 section, bridge on River Raec-Drenovo; - Project manager who is in charge of traffic data collection, traffic counting and organization of polling, analysis of data, development of traffic model, preparation of various strategies for traffic forecasting, - Calculating exploitation cost, - Calculating traveling time costs, - Calculation traffic accidents costs, - Calculating maintenance costs, - Preparation of financial and/or economic Cost Benefit Analysis, - EIRR, ENPV, FIRR, FNPV, |

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|------------------------|------------|---------------------------|-----------------------------------|--|
| Sep 2007 - Oct 2008 | Macedonia | Balkan Consulting, Skopje | Financial Expert / Traffic expert | <ul style="list-style-type: none"> - Economic Evaluation, Financial Evaluation, Multicriteria Evaluation. Pre-feasibility study for the Veles-Prilep freeway solution, Traffic analyses and forecasts, Project managers: M. Malenkovska Todorova, G. Mancheski; - Functional, economic and financial validation in order to estimate the possibilities to develop a highway; - Project manager who is responsible, for traffic data collection, traffic counting and organization of polling, analysis of data, development of traffic model, preparation of various strategies for traffic forecasting, ; - Calculating exploitation cost, - Calculating traveling time costs, - Calculation traffic accidents costs, - Calculating maintenance costs, - Preparation of financial and/or economic Cost Benefit Analysis, - EIRR, ENPV, FIRR, FNPV, - Economic Evaluation, Financial Evaluation, Multicriteria Evaluation. |
| July 2000 - April 2004 | Macedonia | PhD Thesis | | Modeling of the Processes for Economic Evaluation and the Optimal Variant Strategy from aspect of Construction, Maintenance and Exploitation of Traffic Road Section , /Methods for calculating exploitation cost, calculating traveling time costs, calculation traffic accidents costs, Calculating maintenance costs, EIRR, ENPV, FIRR, FNPV, Economic Evaluation, Financial Evaluation, Multicriteria Evaluation/, <ul style="list-style-type: none"> - PhD Thesis on the Faculty of Economics – Prilep, - University St. Kliment Ohridski – Bitola. |
| Feb. 2013 – Feb. 2014 | Macedonia | Prostor, Kumanovo | Financial Expert / Traffic expert | Feasibility study for Prilep-Leniska River, Belovodica-Kamenolom Mavrovo, bridge on River Raec-Drenovo, Drenovo - junction to trunk road M-1, Traffic analyses and forecasts , Project managers: M. Malenkovska Todorova, G. Mancheski; <ul style="list-style-type: none"> - Functional, economic and financial validation in order to estimate the possibilities to develop a highway; - Project manager who is responsible, for traffic data collection, traffic counting and organization of polling, analysis of data, development of traffic model, preparation of various strategies for traffic forecasting, ; - Calculating exploitation cost, - Calculating traveling time costs, - Calculation traffic accidents costs, - Calculating maintenance costs, - Preparation of financial and/or economic Cost Benefit Analysis, - EIRR, ENPV, FIRR, FNPV, - Economic Evaluation, Financial Evaluation, Multicriteria Evaluation. |
| Sep. 2004 – June 2007 | EU-Project | TEMPUS | Local project coordinator | Management and Business Education in Computer Studies (MABECS) - Tempus CD_JEP 18046-2003 <ul style="list-style-type: none"> - Local project coordinator and IT expert |
| Sep. 2006 – Oct. 2009 | EU-Project | TEMPUS | Local project coordinator | Workflow and Document Management Infrastructure towards Integrated University (WODOMI) - Tempus UM_JEP 40045 -2005 <ul style="list-style-type: none"> - Local project coordinator and IT expert |
| May 2006 – Aug. 2007 | EU-Project | TEMPUS | Local project coordinator | Quality Assurance and Accreditation System Network (QAASNet) - Tempus SCM-C011B05-2005 <ul style="list-style-type: none"> - Local project coordinator and IT expert |
| May 2006 – Aug. 2007 | EU-Project | TEMPUS | Local project coordinator | Sustainable Multilingual Interoperable Learning Environment (SMILE) - Tempus SCM-C009B05-2005 <ul style="list-style-type: none"> - Local project coordinator and IT expert |
| Oct. 2010 – Oct. 2012 | EU-Project | TEMPUS | Local project coordinator | Innovation and Knowledge Management towards eStudent Information System (iKnow) - 511342-TEMPUS-1-2010-1-UK-TEMPUS-JPCR <ul style="list-style-type: none"> - Local project coordinator and IT expert |
| Oct. 2010 – Jul. 2014 | EU-Project | TEMPUS | Professor | Regional Joint Doctoral Programme in Entrepreneurship and SME Management for Western Balkan Countries (DOCSMES) - 510993-TEMPUS-1-2010-1-IT-TEMPUS-JPCR <ul style="list-style-type: none"> - A professor in Digital Business Models |
| 2014 | Macedonia | DIWI, Skopje | Financial Expert / Traffic expert | RSA – project for rehabilitation the highway A1, section Negotino Demir Kapija , Audit team: M. Malenkovska Todorova, G. Mancheski; <ul style="list-style-type: none"> - Following the RSA guidelines, the members of the audit team are responsible for preparing RSA of existing road, bearing in mind the various activities, such as: reviewing of project documentation, conducting of field visit, analysis of traffic accidents and traffic volume data, identifying the existence of potential safety problems, preparing an audit report documenting findings and benefits of some safety recommendations; |

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| 2014 | Macedonia | GEING, Skopje | Financial Expert / Traffic expert | Feasibility study with traffic analysis, Krivogastani-Obrsani-Vogjani , Project managers: M.Malenkovska Todorova, G.Manceski; - Application of proceedings for functional, economic and financial evaluation; - Project manager, responsible for traffic data collection, analysis and forecasting, as well as analysis of the existing road and future possibilities for traffic demands fulfillment; |
| 2014 | Macedonia | GEING, Skopje | Financial Expert / Traffic expert | RSA – project for rehabilitation and enlargement of the national road P-2335 (old designation P-512), Krivogastani-Obrsani-Vogjani , Audit team :M.Malenkovska Todorova, G.Manceski; - Following the RSA guidelines, the members of the audit team are responsible for preparing RSA of existing road, bearing in mind the various activities, such as: reviewing of project documentation, conducting of field visit, analysis of traffic accidents and traffic volume data, identifying the existence of potential safety problems, preparing an audit report documenting findings and benefits of some safety recommendations; |
| 2014 | Macedonia | GIM, Skopje | Financial Expert / Traffic expert | RSA – project for rehabilitation of the state road A3(old designation M-5), section: Resen - Bitola , Audit team: M.Malenkovska Todorova, G.Manceski; - Following the RSA guidelines, the members of the audit team are responsible for preparing RSA of existing road, bearing in mind the various activities, such as: reviewing of project documentation, conducting of field visit, analysis of traffic accidents and traffic volume data, identifying the existence of potential safety problems, preparing an audit report documenting findings and benefits of some safety recommendations; |
| 2014 | Macedonia | DIWI, Skopje | Financial Expert / Traffic expert | RSA - project for rehabilitation of the road P1202, Mavrovo - Debar, section: Boshkov Most – Debar , Audit team:M.Malenkovska Todorova, G.Manceski; - Following the RSA guidelines, the members of the audit team are responsible for preparing RSA of existing road, bearing in mind the various activities, such as: reviewing of project documentation, conducting of field visit, analysis of traffic accidents and traffic volume data, identifying the existence of potential safety problems, preparing an audit report documenting findings and benefits of some safety recommendations; |
| 2014 | Macedonia | DIWI, Skopje | Financial Expert / Traffic expert | RSA - project for rehabilitation of the road P1202, Mavrovo - Debar, section: Novo Selo – Bunec , Audit team:M.Malenkovska Todorova, G.Manceski; - Following the RSA guidelines, the members of the audit team are responsible for preparing RSA of existing road, bearing in mind the various activities, such as: reviewing of project documentation, conducting of field visit, analysis of traffic accidents and traffic volume data, identifying the existence of potential safety problems, preparing an audit report documenting findings and benefits of some safety recommendations; |
| 2014 | Macedonia | Balkan Consulting, Skopje | Financial Expert / Traffic expert | RSA – project for rehabilitation of P 2233, Tetovo – Gostivar, section: Brevenica Chegrane , Audit team: M.Malenkovska Todorova, G.Manceski; - Following the RSA guidelines, the members of the audit team are responsible for preparing RSA of existing road, bearing in mind the various activities, such as: reviewing of project documentation, conducting of field visit, analysis of traffic accidents and traffic volume data, identifying the existence of potential safety problems, preparing an audit report documenting findings and benefits of some safety recommendations; |
| 2014 | Macedonia | Chakar & Partners, Skopje | Financial Expert / Traffic expert | RSA Brana Mavrovo – Belicki kanal , Audit team: M.Malenkovska Todorova, G.Manceski; - Following the RSA guidelines, the members of the audit team are responsible for preparing RSA of existing road, bearing in mind the various activities, such as: reviewing of project documentation, conducting of field visit, analysis of traffic accidents and traffic volume data, identifying the existence of potential safety problems, preparing an audit report documenting findings and benefits of some safety recommendations; |
| 2015 | Macedonia | GEING, Skopje | Financial Expert / Traffic expert | Feasibility study with traffic analysis, Lazani – Ropotovo -Crnlista , Project managers: M.Malenkovska Todorova, G.Manceski; - Activities undertaken to examine the justification of rehabilitation of the road; - Project manager responsible for traffic data collection, analysis, forecasting, and analysis of the existing and future highway possibilities for traffic demands fulfillment; |
| 2015 | Macedonia | GEING, Skopje | Financial Expert / Traffic expert | RSA – project for rehabilitation of the national roads P2335(old designation P-512) and P2336(old designation P-514), section Lazani – Ropotovo -Crnlista , Audit team: M.Malenkovska Todorova, G.Manceski; - Following the RSA guidelines, the members of the audit team are responsible for preparing RSA of existing road, bearing in mind the various activities, such as: reviewing of project documentation, conducting of field visit, analysis of traffic accidents and traffic volume data, identifying the existence of potential safety problems, preparing an audit report documenting findings and benefits of some safety recommendations; |
| 2015 | Macedonia | DIWI, | Financial Expert | Feasibility study Catal – Rankovce Kriva Palanka , Project managers: M.Malenkovska Todorova, G.Manceski; |

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| | | Skopje | / Traffic expert | <ul style="list-style-type: none"> - Activities undertaken to examine the justification of a new road construction; - Project manager responsible for traffic data collection, analysis, forecasting, and analysis of the existing and future highway possibilities for traffic demands fulfillment; |
| 2015 | Macedonia | DIWI, Skopje | Financial Expert / Traffic expert | RSA – project for new expressway, section Catal – Rankovce Kriva Palanka , Audit team: M.Malenkovska Todorova, G.Manceski; <ul style="list-style-type: none"> - The audit team is responsible for carry out the RSA of new expressway, bearing in mind: assessment the potential safety road performance of the design proposal, (planning stage), completion of the draft design plans,(evaluation of the intersections, horizontal and vertical alignment, cross sections, sight distance), activities in the detailed design stage, (analysis of the geometric design, lighting, traffic management and landscaping plans in relation to the facility operation), preparing an audit report; |
| 2015 | Macedonia | Chakar & Partners, Skopje | Financial Expert / Traffic expert | Feasibility study for the justification of the concession for the “Mother Teresa” Motorway in Republic of Macedonia, section Skopje – Ohrid , Project managers: M.Malenkovska Todorova, G.Manceski; <ul style="list-style-type: none"> - Responsible for preparing the general part of the study related to the subject matters, such as: roads as the goods of general interest, conditions and parameters for managing the road concession, political, social and other issues related to the concession, issues related to supervision and control over the concession; - Taking part in description of the existing highway, elaboration of the need for construction and rehabilitation of motorway sections, necessary infrastructure, required equipment, standards for performing the public services, estimation of demand level during concession, effects of the project for construction and rehabilitation on the environment; |
| 2015 | Macedonia | GEING Krebs und Kiefer Skopje | Financial Expert / Traffic expert | Feasibility study with traffic flow analysis, section Delcevo - Golak , Project managers: M.Malenkovska Todorova, G.Manceski; <ul style="list-style-type: none"> - Application of proceedings for functional, economic and financial evaluation; - Project manager, responsible for traffic data collection, analysis and forecasting, as well as analysis of the existing road and future possibilities for traffic demands fulfillment; |
| 2015 | Macedonia | GEING Krebs und Kiefer Skopje | Financial Expert / Traffic expert | RSA – project for rehabilitation and enlargement of the state road P2343,(old designation P-502) section Delcevo - Golak , Audit team: M.Malenkovska Todorova, G.Manceski; Following the RSA guidelines, the members of the audit team are responsible for preparing RSA of existing road, bearing in mind the various activities, such as: reviewing of project documentation, conducting of field visit, analysis of traffic accidents and traffic volume data, identifying the existence of potential safety problems, preparing an audit report documenting findings and benefits of some safety recommendations; |
| 2015 | Macedonia | Civil Engineering Institute Macedonia Skopje | Financial Expert / Traffic expert | RSA – project for rehabilitation and enlargement of the state road P1105П,(old designation P-607-2) section Dojran – Nikolik , Audit team: M.Malenkovska Todorova, G.Manceski; Following the RSA guidelines, the members of the audit team are responsible for preparing RSA of existing road, bearing in mind the various activities, such as: reviewing of project documentation, conducting of field visit, analysis of traffic accidents and traffic volume data, identifying the existence of potential safety problems, preparing an audit report documenting findings and benefits of some safety recommendations; |
| 2015 | Macedonia | GIM, Skopje | Financial Expert / Traffic expert | RSA – project for construction of the regional road P1309,(old designation P – 519), Kocani-Probistip, section Ponikva – Tursko Rudare , Audit team: M.Malenkovska Todorova, G.Manceski; Following the RSA guidelines, the members of the audit team are responsible for preparing RSA of existing road, bearing in mind the various activities, such as: reviewing of project documentation, conducting of field visit, analysis of traffic accidents and traffic volume data, identifying the existence of potential safety problems, preparing an audit report documenting findings and benefits of some safety recommendations; |
| 2015 | Macedonia | GEING Krebs und Kiefer Skopje | Financial Expert / Traffic expert | Feasibility study with traffic analysis, road section Staro Konjarevo – Novo Konjarevo , Project managers: M.Malenkovska Todorova, G.Manceski; <ul style="list-style-type: none"> - Application of proceedings for functional, economic and financial evaluation; - Project manager, responsible for traffic data collection, analysis and forecasting, as well as analysis of the existing road and future possibilities for traffic demands fulfillment; |
| 2015 | Macedonia | GEING Krebs und Kiefer Skopje | Financial Expert / Traffic expert | RSA – project for construction of the road section Staro Konjarevo – Novo Konjarevo , Audit team: M.Malenkovska Todorova, G.Manceski; <ul style="list-style-type: none"> - Following the RSA guidelines, the members of the audit team are responsible for preparing RSA of existing road, bearing in mind the various activities, such as: reviewing of project documentation, conducting of field visit, analysis of traffic accidents and traffic volume data, identifying the existence of potential safety problems, preparing an audit report documenting findings and benefits of some safety recommendations; |
| 2015 | Macedonia | Prostor, Kumanovo | Financial Expert / Traffic expert | Feasibility study with traffic analysis, road section Prilep – Lenishka Reka – Belovodica – kamenolom Mavrovo – Drenovo – connection to highway , Project managers: M.Malenkovska Todorova, G.Manceski; <ul style="list-style-type: none"> - Application of proceedings for functional, economic and financial evaluation; |

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| | | | Traffic expert | <ul style="list-style-type: none"> - Project manager, responsible for traffic data collection, analysis and forecasting, as well as analysis of the existing road and future possibilities for traffic demands fulfillment; |
| 2015 | Macedonia | GEING Krebs und Kiefer Skopje | Financial Expert / Traffic expert | <ul style="list-style-type: none"> - RSA – project for construction or rehabilitation of subsections along the state road P1210(old designation – 208), Kriva Palanka – Makedonska Kamenica, section Toranica – Sasa, Audit team: M.Malenkovska Todorova, G.Manceski; - Following the RSA guidelines, the members of the audit team are responsible for preparing RSA of existing road, bearing in mind the various activities, such as: reviewing of project documentation, conducting of field visit, analysis of traffic accidents and traffic volume data, identifying the existence of potential safety problems, preparing an audit report documenting findings and benefits of some safety recommendations; |
| 2015 | Macedonia | Zyl Consulting Ltd, United Kingdom, GIM Skopje | Financial Expert / Traffic expert | <ul style="list-style-type: none"> - Road Safety Review(E&S Assessment – Annex), Shtip – Radovish Expressway, Zyl Consulting Ltd. 2015, Review team: M.Malenkovska Todorova, G.Manceski; - Managing and participating in the road safety check process and complete audit report with special attention on assessment methodology and details about the scope of the check, the dates on which assessments were undertaken, the design plans assessed and references used; |
| 2016 | Macedonia | GIM Skopje | Financial Expert / Traffic expert | <ul style="list-style-type: none"> - RSA – project for construction the expressway state road A3, section Stip - Kocani”, Chakar&Partners, Skopje, 2016, Audit team: M.Malenkovska Todorova, G.Manceski; - The members of the audit team are involved in various activities within the preparation of RSA, especially when it comes to: assess of documents, inspect the site, analysis of safety and traffic volume data, identifying the existence of potential safety problems, preparation of the audit reports |