



# BOBAN VANCHEVSKI, 24

PRAGMATIC, ENCOURAGING, RATIONAL

Skopje, Macedonia



## WORK EXPERIENCE

### Stopanska Banka a.d. Skopje, Macedonia

CUSTOMER SUPPORT CENTER AT THE HEAD OFFICE

MAR 2018 - PRESENT

- Working with Cortex Card Software which is a software for credit and debit cards
- Working with Globus Software which is a software for transactions and loans.
- Provide solutions to everyday problems of the customers of Stopanska Banka.
  - Problems range from online and mobile banking to credit and debit cards.
  - Calculating and making applications for loans and credits.
- Other activities include helping merchants and companies establish online banking, POS terminals etc.

### Heineken B.V., Head Office, Amsterdam, Netherlands

ORGANIZATION & BUSINESS DEVELOPMENT INTERN

NOV 2016 - MAY 2017

- Supporting the Global E-Learning Consultant in different ways
  - Designing and developing an online community for the eLearning administrators through MS SharePoint
  - Creating and summarizing training materials for local and functional owners as well as making new eLearning courses available on the platform
    - Working with Elucidat authoring tool
- Solving problems that 70+ Heineken Operational Companies worldwide have with the online learning platform ONE2Learn
  - Help them deliver learning content for the employees
    - Supporting the team in different matters
- Working closely with key stakeholders and support them from the back-end of Skillport (LMS provided by Skillsoft)

### StartupBootcamp HighTechXL, Eindhoven, Netherlands

JUNIOR STRATEGY CONSULTANT

SEP 2015 - JAN 2016

- Main deliverable - devise a strategy to convert the Accelerator startup program to an Incubator for tech savvy startup companies that need seed investment, mentorship and networking
  - Working in a 6 man team all from different nationalities, going through the process of project consultancy for 5 months
    - Review the AS-IS situation of the company
  - Maintaining communication with the CEO throughout the project
    - Market research and desk research of the top incubator programs in the world and choosing the top 6 for in depth research
    - Depth research of the most successful incubators to see crucial factors for success and reviewing their business models.
      - Analyzing and summarizing the data gathered.
  - Making multiple presentations to the CEO about the major milestones and deliverables of the project as well as the final presentation about the strategy and actions recommended



DOUBLE DEGREE PROGRAM IN NETHERLANDS AND MACEDONIA  
Major: International Business & Management and E-Business



3+ YEARS EXPERIENCE in Project Management, Business Development, Marketing & Sales



Studied and Worked for 2 years in Netherlands

## CREATIVE & SOCIAL SKILLS

ORGANIZING & PLANNING	★★★★★
TEAM ORIENTED	★★★★★
PROJECT MANAGEMENT	★★★★★
ANALYZING DATA	★★★★★
FLEXIBLE	★★★★★

## TECH SKILLS

MICROSOFT OUTLOOK	★★★★★
MICROSOFT SHAREPOINT	★★★★★
MICROSOFT EXCEL	★★★★★
INTERNET RESEARCH	★★★★★
JIRA	★★★

## LANGUAGES

ENGLISH	Proficient User
DUTCH	Basic User
SPANISH	Basic User
MACEDONIAN	Native Speaker

## HOBBIES

CAMPING, SNOWBOARDING, READING



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## Inter-Mak

SALES & MARKETING

MAY 2014 - NOV 2014

- Presentation and sales - presenting the products that the company has to the wide public, making the sale on the spot
  - Contribute to the development of the social media marketing strategy through piloting A/B tests of content publishing
  - Responding to different customer inquiries
- Responding to candidates for work positions and scheduling interviews

## AIESEC

TEAM MEMBER OF INCOMING EXCHANGE TEAM

SEP 2012 - AUG 2013

- Matchmaking and cross checking the candidates with the offered projects of AIESEC Skopje
  - Doing short Skype interview with the candidates
  - Promote to them the projects planned for that year
- Find accommodation for the selected candidates that worked on the projects
  - Help the candidates explore and experience the Macedonian culture



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## FORMAL EDUCATION

### B.Sc. in International Business and Management

UNDERGRADUATE SCHOOL

2015 - 2017

Fontys University of Applied Sciences  
Eindhoven, The Netherlands

### B.Sc. in E-Business, Faculty of Economics

GRADUATE SCHOOL

2012 - MAR 2018

University Ss. Cyril and Methodius, Skopje, Macedonia

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JIRA	★★★

## VOCATIONAL EDUCATION

### ICT Project and Knowledge Management

JAN 2018 - MAR 2018

NewMan's Business Accelerator

- Project, People and Costs Management in ICT
  - Knowledge Management in ICT projects
  - Working with project management tools

### MOSEM (Macedonian Open Seminar for Education and Management)

NOV 2013

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## PROJECTS

### New product development

FEB 2016 - MAY 2016

FONTYS UNIVERSITY

SEP 2016 - DEC 2016

FONTYS UNIVERSITY

### Infotron Case

SEP 2016 - DEC 2016

FONTYS UNIVERSITY AND INFOTRON

### Marketing strategy development

SEP 2015 - DEC 2015

SEAVUS - EDUCATIONAL CENTER



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## CERTIFICATIONS

### IELTS

SCORE: 7.5\9

## TECH SKILLS

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