

DOMAGOJ VIDAKOVIC

Education:

<i>Institution:</i>	Webster University, St. Louis, MO, USA and Vienna, Austria campus
<i>Date: from (month/year):</i> <i>to (month/year):</i>	06/2010- 12/2012
<i>Degree(s) or Diploma(s) obtained:</i>	Masters of Arts in International Business

<i>Institution:</i>	McNesee State University, Lake Charles, LA, USA
<i>Date: from (month/year):</i> <i>to (month/year):</i>	08/2002 12/2005
<i>Degree(s) or Diploma(s) obtained:</i>	Masters of Business Administration

<i>Institution:</i>	McNesee State University, Lake Charles, LA, USA
<i>Date: from (month/year):</i> <i>to (month/year):</i>	09/1996 05/2001
<i>Degree(s) or Diploma(s) obtained:</i>	Bachelor of Science in Chemical Engineering

Language skills (Mark 1 to 5 for competence, where 5 is the highest):

<i>Language</i>	<i>Passive</i>	<i>Speaking</i>	<i>Writing</i>
English	5	5	5
Croatian	5	5	5

Key qualifications:

- Expertise in energy efficiency projects, including energy audits of the buildings
- Expertise in renewable energy sources projects and consulting and conducting studies for RES projects
- Experience in drafting IPA EU funds applications and implementing IPA projects
- UNDP (United Nations Development Program) consulting experience
- Experience in drafting proposal USAID (US Agency for International Development) project proposal
- Experience in international business development
- Experience in various management and business positions
- International background

- Excellent problem solving and analytical skills
- Good written and communication skills
- Team player with strong work ethic
- Punctual and efficient
- Bilingual (English and Croatian)
- Office 2000 and Windows XP

Professional Experience Record:

<i>Date: from (month/year): to (month/year):</i>	10/2011 - today
<i>Location:</i>	St. Louis, MO, USA
<i>Company / Organisation:</i>	International Business Trade and Development Consulting- IBTDC, LLC
<i>Position:</i>	Executive Director
<i>Job Description:</i>	<ul style="list-style-type: none"> • Responsible for establishment of the company and organizing initial business operation (accounting, legal, office etc) • Developing and executing company strategy • Leading sales efforts and acquisition of new clients • Participates in consulting clients in investing and exporting from US to SEE countries as well advising SEE clients in attracting investments and promoting exports in the US • Match-making between potential partners from SEE and US • Prepares bids and application proposals for USAID, UNDP and other international organizations consulting contracts • Responsible for cost-benefit, financial and other commercial analysis in the company
<i>Date: from (month/year): to (month/year):</i>	2/2010-now
<i>Location:</i>	Osijek and Zagreb, Croatia
<i>Company / Organisation:</i>	NGO EU Centar and NGO EU Centar Zagreb
<i>Position:</i>	10/2010-7/2011 President volunteer 7/2011-now Project Manager
<i>Job Description:</i>	<ul style="list-style-type: none"> • Participated in project proposal preparation and project implementation for several EU Instrument for Pre-Accession Assistance (IPA) project either as a project partner or outside consultant. These projects include: <ul style="list-style-type: none"> - Fostering economic development of the City of Osijek and County of Zala through trade development and investment promotion – with a special focus on renewable energy and environment sector (FEDREE)-IPA Cross Border Cooperation Program (CBC) Croatia-Hungary-successfully implemented- EU Centar Zagreb prepared project and participated in dissemination activities as outside consultant. The activites were performed under contract from City of Osijek, Croatia which was lead partner- www.fedree.com (9/2011-8/2012) - Adriacold- Diffusion of Cooling and Refreshing Technologies using the Solar Energy Resource in the Adriatic Regions- IPA CBC Adriatic- the project has been selected for funding and is starting implementation. NGO EU Centar was outside consultant and participated in project proposal

	<p>development with other project partner, while EU Centar Zagreb will be project management consultant. Both organization work on contract with Faculty of Mechanical Engineering-University of Zagreb, which is project partner (9/2011-now)</p> <ul style="list-style-type: none"> - Croatia-Hungary Renewable energy Network- IPA CBC Croatia-Hungary, NGO EU Centar prepared project application and will participate in project implementation once subsidy contract is signed. The lead partner is University of Osijek. The project is approved for funding and we expect contract signing in February 2012
<i>Date: from (month/year): to (month/year):</i>	03/2009-now
<i>Location:</i>	Zagreb
<i>Company / Organisation:</i>	Energo-data
<i>Position:</i>	Executive Director
<i>Job Description:</i>	<ul style="list-style-type: none"> • Coordinates, participates and organize consulting activities and studies in field of renewable energy and energy efficiency in Southeast Europe (technical, business and financial consulting in EE and RES field) • Participates in energy audits of the buildings under contract with building owners as mandated by EU and Croatian law • Participated and coordinated in energy audits of the buildings as a part of UNDP Energy efficiency project in Croatia (37 buildings audited- value of contract 40,000 USD) • Participated in drafting application for several municipalities for subsidies for energy audits funded by Croatian Environmental Protection and Energy Efficiency Fund • Responsible for establishment of the company and organizing initial business operation (accounting, legal, office etc) • Developing and executing company strategy • Leading sales efforts and acquisition of new clients • Responsible for cost-benefit, financial and other commercial analysis in the company

<i>Date: from (month/year): to (month/year):</i>	01/2008 03/2009
<i>Location:</i>	Zagreb
<i>Company / Organisation:</i>	South European Center for Contemporary Finance
<i>Position:</i>	Sales Director
<i>Job Description:</i>	<ul style="list-style-type: none"> • Preparing and organizing marketing campaigns, media sponsorships, PR events and promotional material preparation • Leading and executing sales strategy and activities for educational seminars in banking and finance field • Conducting presentations, meetings and negotiations with clients • Organizing seminars in Dubrovnik, coordination with lecturers and participants, ensuring smooth running of the

	seminars
<i>Date: from (month/year):</i> <i>to (month/year):</i>	05/2006-3/2007
<i>Location:</i>	Zagreb
<i>Company / Organisation:</i>	Mobitel d.o.o
<i>Position:</i>	Business Development Coordinator
<i>Job Description:</i>	<ul style="list-style-type: none"> • Leading and organizing special projects in the company • Leading expansion in the new markets in the region • Successfully lead ISO 9001 certification of the company • Identifying new business opportunities for the company and conducting market research and SWOT analysis of new opportunities • Initiating and leading several new business development projects for the company • Participating in negotiations with international partners in order to promote their products in ex-YU markets
<i>Date: from (month/year):</i> <i>to (month/year):</i>	01/2005 08/2005
<i>Location:</i>	Zagreb
<i>Company / Organisation:</i>	IPZ Uniprojekt
<i>Position:</i>	Consultant
<i>Job Description:</i>	<ul style="list-style-type: none"> • Negotiated and coordinated establishment of international consortium of companies to apply for EU and UN financed tenders in Croatia • Prepared company's application for EU and UN financed tenders • Researched materials relevant for implementation of EU environmental legislations in Croatia • Translated project documentation for UN financed waste landfill in Sibenik from Croatian into English • Translated other documents in English and Croatian as needed • Edited and prepared materials for company Web site (www.ipz-uniprojekt.hr) • Performed other duties as assigned
<i>Date: from (month/year):</i> <i>to (month/year):</i>	09/2002-07/2004 08/2005-12/2005
<i>Location:</i>	Lake Charles, LA, USA
<i>Company / Organisation:</i>	McNeese State University, Lake Charles, LA, USA
<i>Position:</i>	Graduate Assistant- MBA Program and University Library
<i>Job Description:</i>	<ul style="list-style-type: none"> • Participated in relevant research conducted by professors in field of business, economy and management • Assisted in teaching business courses • Assisted students in performing academic research in University Library • Performed other duties as assigned

Others:

References:

Will be provided up on specific request.