



## Europass Curriculum Vitae

### Personal information

First name(s) / Surname(s)

Insert photograph. Remove heading if not relevant (see instructions)

**Jovan Stojanoski**

Address(es)

Municipality of Ohrid - "Dimitar Vlahov" 57, 6000 Ohrid, Republic of Macedonia

Telephone(s)

+389 46 262493

Fax(es)

+389 46 262469

E-mail

gradonacalnik@ohrid.gov.mk

Nationality

Republic of Macedonia

Date of birth

07 of August 1970

Gender

male

### Desired employment / Occupational field

**(remove if not relevant, see instructions)**

### Work experience

Dates

October 1995 onwards

Occupation or position held

Professor

Main activities and responsibilities

Lecturing, Researching

Name and address of employer

Faculty of Tourism and Hospitality, 95 Kej Marsal Tito, 6000 Ohrid, Macedonia

Type of business or sector

Education

### Education and training

Dates

1999-2003

Title of qualification awarded

PhD

Principal subjects/occupational skills covered

Thesis Title: Specific Marketing Strategies for Entry an Implementation on International Tourism Market

Name and type of organisation providing education and training

University "Sv. Kliment Ohridski"-Bitola  
Faculty of Tourism and Hospitality

Level in national or international classification

ISCED 6

### Personal skills and competences

Mother tongue(s)

**Macedonian**

Other language(s)

Self-assessment

*European level (\*)*

**English**

**Serb, Bosnian, Croat**

Understanding		Speaking		Writing	
Listening	Reading	Spoken interaction	Spoken production		
C2	C2	C2	C1	C1	
C2	C2	C2	C2	C2	

(\*) [Common European Framework of Reference for Languages](http://www.cedefop.europa.eu)

Social skills and competences

Member of several Professional bodies related Marketing and Tourism sector  
10 years active participation in Ohrid Youth Basketball School  
2 years experience on youth basketball teams coaching

Organisational skills and competences

Over 7 years of experience of managing University institution  
Extensive experience in managing Human Resource Development and Training projects at the national and regional level  
Extensive experience in introducing new and innovative teaching and learning methodologies  
Over 7 years of experience in building capacities of tourism and cultural organizations through the elaboration of sustainable human resources development policies and strategy planning in Europe, including in SEE EU candidate countries  
Extensive experience with building capacities in the field of Tourism and with working with various levels of governments and high-ranking officials

Technical skills and competences

Replace this text by a description of these competences and indicate where they were acquired.  
(Remove if not relevant, see instructions)

Computer skills and competences

Microsoft Office Programmes (Word, Excel, Power Point, Outlook)

Artistic skills and competences

Replace this text by a description of these competences and indicate where they were acquired.  
(Remove if not relevant, see instructions)

Other skills and competences

Replace this text by a description of these competences and indicate where they were acquired.  
(Remove if not relevant, see instructions)

Driving licence

Since 1989

**Additional information**

Enjoy all sports particularly basketball, football and swimming.  
Love to travel and experience different cultures.

**Annexes**

List any items attached. (Remove heading if not relevant, see instructions)

1. PROJECT EXPERIENCE:

Dates	Location	Title of the project	Position	Description
Since 06/01	Macedonia	Study for Local Economic Development of Ohrid Municipality	Assistant Researcher	The project provides basic concept for the strategy in direction for local development of the Ohrid municipal. From that point of view, tourism development takes very important position. This development could be achieved only by compatibility with infrastructure development, quality increasing of hotel and catering objects, maintaining clean and safe beaches, taking care for cultural and historical sights, modernizing of trade centers, re- development of old Ohrid's handicrafts, producing of individual manufactures for producing tools and machines, for plastic products, textile products, for producing natural food, wood processing, development of modern agricultural products. This study provides applicable solutions for contemporary level of economic development of Ohrid region. Also, this study will be in function for increasing and modernizing of level of development.
Since 07/00	Macedonia	Developing of Tourism Advertising Programme of Ohrid Municipality	Researcher	This project considers problems whose are in connection with institutionalisation in the field of tourism promotion and advertising. Through the final results of the researching, we should find measures, activities and forms whose will provide successful implement of advertising activities. In that context, researching will be held in the field, which, by its own functional characteristics, means typical tourist area. The aim of the project is to detect the situations, developing characteristics and perspective tendencies of tourism advertising in Ohrid region. These advertising activity will be helpful in the field of the promotion of Ohrid tourist destination, and indirectly to increase the scale of domestic and foreign tourists.
09/08	Macedonia	Integrated Programme for HR Development via Education for producing and Advertising of Local Tourist and Gastronomy product	Human Resources & Training Expert	The project aims at protecting the rich wine ecological landscapes and diversity of wine and gastronomy products of the Kavadarci and Tikves region. It comprises a package of interventions to address the underlying causes of vineyard biodiversity loss in the region. The principle focus is on empowering local communities to manage biodiversity, making them accountable for the quality of their resource stewardship. Four wildlife conservancies will be established encompassing a representative sample of the wine-gastronomy zones of the whole region. Within the conservancies, activities will facilitate the <i>in-situ</i> conservation of habitats and species and promote sustainable uses of components of biodiversity.

		Funded by EU		
02/09	Macedonia	Project-Region of Negotino and Alternative Tourism Perspective  Funded by EU	Human Resources & Training Expert/ Deputy Team Leader	The project is nationally executed by Ministry of Economy, and funded by EU. The project aims to support the development of a sustainable community based tourism sector in Negotino region for maximizing the use of tourism potential of the region for local economic development. Following main target lines are determined under those the activities will be carried out for reaching the intended output: (1) Identification and Dissemination of Negotino's Richness for the development of Tourism products (2) Organizational Capacity Building among Local Stakeholders (3) Promotion of the Region and the Project, raising awareness on the potentials of tourism for income generation
04/05	Macedonia	Ministry of Economy	Tourism Expert	Provided Technical Assistance to Tourism line ministries, including the Ministry of Economy. The expert focused on building capacity of tourism line ministries by preparing an HRD strategy, Marketing Research Process, and building Advertising and Promotion Strategy. The expert notably introduced standardized procedures for creating tourism legislative and organizing international fair strategies. The expert personally delivered the training to tourism economic agents on managing relationships with the industry counterparts and identifying funding opportunities and preparing an application to obtain them.

OTHER RELEVANT INFORMATION: Author of parts of textbooks for students. Various articles in magazines and journals.