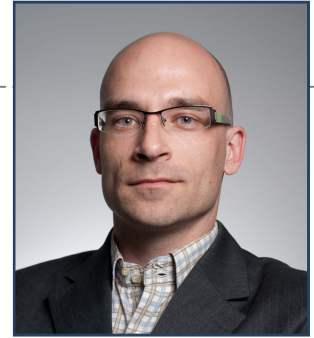


Josip Bosnjakovic



Professional Summary

- Training design and realization
- Candidates selection based on behavioral interviewing
- Preparation and organization of meetings with key clients
- People development based on coaching
- Offer making and presentation
- Project monitoring, reports and budgeting

Work experience

September 2009 - present, Blood Transfusion Institute of Vojvodina,

Government (Health) Institution, Chief of blood organization department

- Volunteer training design as well as training realization in cooperation with Red Cross of Vojvodina
- Leading team towards targeted goals
- Presentations and lectures for targeted groups in field of communication and motivation
- Working on financial budgeting and control (50 000 - 60 000 EUR/year)
- Representing BTI of Vojvodina in public occasions
- Daily, week, monthly and yearly organization of mobile teams and blood donations in Southern Backa Region.

August 2009 - present, NLP Centre / Atria Group SEE, (project consultant)

People development and trainings, Consultant

- Training design and realization
- Write and spoken communication with key clients
- Preparation and organization of meetings with key clients
- Offer making and presentation
- Target setting in cooperation with manager
- Projects enrollment
- Planning and realization of marketing activities

July 2007- May 2009, DEKRA employment,

Human Resources Agency, Branch Manager

- Responsibility for results (sales and margins, cost of organization, cash flow and receivables)
- Selection processes and executive search
- Counseling in the field of human resources management
- Contacting and acquiring new clients
- Creating and delivering presentations to key members of the customer team
- Strategic planning (3Y)

September 2002- June 2007, Blood Transfusion Institute of Vojvodina,

Government (Health) Institution, Marketing manager

- Presentations and lectures for targeted groups in field of communication and motivation.
- Working on financial budgeting and control (100 000 - 120 000 EUR/year) and strategic planning (10Y)
- Volunteers training design as well as training realization in cooperation with RC of Serbia
- Planning and organization of many external as well as internal PR campaigns.
- Daily, week, monthly and yearly organization of mobile teams and blood donations in Southern Backa Region.

April 1999 - September 2002, "HROMOS" D.O.O. Novi Sad,

Construction works, Operation Manager

- Entire work organization
- Marketing activities
- Design of posters and leaflets
- Budget planning and controlling
- Maintaining key account clients

Formal education

2003-2006 **Faculty for Business in Service - EDUCONS**, Novi Sad, Serbia, Bachelor of Arts

Training and courses

- NLP Business Practitioner – April 2010
- NLP Master Practitioner – July 2011.
- Persona Global trainers training – July 2011.
- Exam in Employment (Serbian Ministry of Economy and Regional Growth, December 2008.)

Languages

ENGLISH Reading skills: excellent Writing skills: excellent Verbal skills: excellent

Technical skills and competencies

- COMPUTER KNOWLEDGE: **MICROSOFT OFFICE** (advanced), **PHOTOSHOP** (advanced), **COREL DRAW** (advanced), **DREAMWEAVER** (advanced), **IN DESIGN** (advanced).
- INTERNATIONAL SCHOOL OF FOREIGN LANGUAGES, Cambridge Courses of English (**PET, FCE, CAE**, attended **Proficiency**)
- **TOEFL Test** , May 2005 (score 557)

Other skills and interests

- **WINES** - PROJECT MANAGER OF www.winehedonism.com
- **SPORTS**: TENNIS, SOCCER, BASKETBALL, RUNNING, MOUNTAIN BIKING.
- **B** CATEGORY (CLEAN FOR 14 YEARS).

Personal information

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Facebook: <http://www.facebook.com/bosnjakovic.josip>