

CURRICULUM VITAE

Proposed role:

Family name: MEIROSU

1. **First names:** DENISA
2. **Date of birth:** 10.08.1979
3. **Passport holder:** ROMANIA
4. **Residence:** ROMANIA
5. **Education:**

Institution (Date from - Date to)	Degree(s) or Diploma(s) obtained:
SNSPA (National School of Public Administration Studies), Romania, Oct 2016 – present	PhD student: research topic - Towards UN SDG 8 - Inclusive, sustainable and sustained economic policies in Latin America: the case of Chile, Peru and Bolivia.
SNSPA (National School of Public Administration Studies), Romania, Oct 2014 – July 2016	Master in International development – Latin American Studies
UPWAY Consulting Grup, November 2013	Certificate Training of Trainers
Social Accountability International, US, Nov 2010	Basic Auditor Training Course in SA 8000: compliance with the globally recognized standards for managing human rights in the workplace.
PRIA International Academy of Lifelong Learning, 2010	Participatory Monitoring and Evaluation – joint certification of University of Victoria, Canada and PRIA
IEDC Bled School of Management, Jul 2006	Young Manager Programme, Bled, Slovenia
University of Bucharest, Faculty of Letters, 1997 - 2001	BA, Philology, Romanian – English

6. Language skills: Indicate competence on a scale of 1 to 5 (1 - excellent; 5 - basic)

Language	Reading	Speaking	Writing
Romanian	native	native	native
English	1	1	1
French	2	2	3
Spanish	2	2	3

7. Membership of professional bodies: na

8. Other skills: Computer literate, **Word, Excel, Power Point**

9. Present position: Free lancer /Consultant

10. Years of professional experience: 15 years

11. Key qualifications: (Relevant to the project): over 13 years of experience in:

- EC policies and programs: hands on experience in design and implementation of service contracts funded by various EU financial instruments: in particular EU development cooperation programmes: EDF, DCI, ENPI, IPA and thematic programmes: PROGRESS, ESF;
- EC Project Cycle Management, Logical Framework Approach, PRAG
- EC Procurement: EU funded project proposal development (forecast/expression of interest/proposal development);
- working with development actors, including donors, NGOs, civil society and government;
- organisational development (needs analysis, strategy development, rebranding, fundraising, business development)
- report writing skills
- experience in research and academic writing on development aid/ global governance / social accountability / sustainable development

12. Specific experience in the region:

Country	Date from - Date to
Romania	2003 – present
Moldova, Turkey, Serbia, Brussels, Peru	Short missions within the frame of consultancy projects implemented in the respective countries

14. Professional experience:

Date from – Date to	Location	Company and reference person	Position	Description
08/2015 - present	Bucharest/Brussels	Eftheia bvba	Senior Consultant Business development	Business development activities for EU Technical Assistance in third countries and tenders launched by DG Employment
April – July 2016	Peru	Infant – Instituto de Formacion para Adolescentes y Ninos Trabajadores	Senior Fundraising Consultant	Elaboration of the development strategy of the organisation 2016 -2020: needs assessment, elaboration of the development strategy 2016 -2020, including the resource mobilisation strategy (donors' mapping, engagement with donors, partnership development etc), and communication strategy; design of related work plans capacity building: training delivery on project formulation, UN Agenda 2030, the Official Development Assistance / European External Action to Third Countries - the DCI instrument - follow up mentoring of the staff on project proposal elaboration
February 2016	Kenya	AICS - African Institute for Children Studies	Trainer Fundraising	Capacity building: training delivery on identifying and capturing funding opportunities from traditional and non traditional donors: topics related to UN Agenda 2030 the Official Development Assistance / European External Action to Third Countries – the European Development Fund, donors mapping, resource mobilisation strategy, project elaboration with a focus on Kenya
01/2015 - present	Bucharest	Interactivi www.interactivi.ro	Founder	Interact Parteneriat (not for profit organisation)– overall management of the organisation and business development: elaboration of the development strategy of the organisation, building partnerships at international level, designing the training curricula for two training programmes: Career perspectives in international development: the ODA framework: history, actors, instruments, delivery methods, trends and project design according to the specifics of the regions targeted; and Fundamentals of EU tendering – the EU funding framework towards third countries, public procurement in the frame of EU funding for third parties, technical and financial proposal elaboration / implementation - more information on the training programmes at www.interactivi.ro ;
04/2014-06/2014	Home based	World Bank	Short term consultant	Evaluator- selection of scholars for Joint Japan/World Bank Graduate Scholarship Program (JJ/WBGSP)- assessment of 325 applications: eligibility check and quality assessment
02/2014 – 05/2015	Romania	Lattanzio e associati belba@lattanziogroup.eu	Consultant	„Strengthening the capacity of beneficiaries to implement the priority axes 1-6 of the Operational Programme Human Resources Development (OPHRD) 2007-2013”: collection, codification and selection of the most frequent questions related to procurement, legal and financial aspects that posed difficulties to over 500 beneficiaries in implementation of strategic and grant projects financed OPHRD; management of the excel database ref to the POSDRU beneficiaries: collection, quantification, selection; co-trainer on project management topics

10/2013 – 02/2014	Romania	Fraser Associates Alec Fraser, alec@fraser-associates.com	Consultant	Consulting services required for the development of the Partnership Agreement 2014 -2020 and provision of specialized assistance to the Analysis, Programming and Evaluation Unit throughout the ongoing negotiations with the EC approving this document” Tasks: contract management
12/2012 – 10 2013	Romania	Fondazione Giacomo Brodolini Graziano di Paola dipaola@fondazionebrodolini.it	Project manager	Contract/project management of the EU funded technical assistance contract <i>Identification of the development needs of Romania in view of elaboration of the Partnership Agreement with the European Union –beneficiary</i> - the Ministry of European Funds, Romania; contract value: approx 550,000 eur The project activities consisted of research and multi stakeholder consultations: elaboration of socio-economic analysis for 10 socio-economic sectors, analysis of policies in related sectors, quantification of identified needs, identification of development priorities, including elaboration of 2-3 programming scenarios for the period 2014 -2020, design and implementation organization of a multi-stakeholder consultation process at national level consisting of 34 events, out of which 24 focus groups and 10 information events, on the next EU financial programming for Romania 2014 -2020. Tasks: Coordination of activities; coordination of 20 key and non key experts, 2 support staff, supervision of the administrative tasks related to implementation (e.g. analysis and review of the initial consultancy contract, elaboration of the addenda to the technical assistance contract, elaboration of the inception, and progress reports; elaboration of the service contracts for all Key and Non Key experts, supervision of the incidental budget spending; Elaboration / Supervision of financial reports (inception, quarterly); including verification of documentary proof for incidental expenditure Project monitoring: continuous monitoring of project implementation (activities, outputs and outcomes) in relation to agreed schedules, and of the use of inputs / services. Contract management: Permanent liaison with the contracting authority in order to ensure the observance of the contractual terms; permanent liaison with the client for technical compliance and quality assurance.
03/2011 - 12/2012	Romania	BERNARD BRUNHES INTERNATIONAL, BPI Group sarah.vlastelic@bb-international.eu +33 1 55 35 75 55	Project director	Project director of the EU funded technical assistance contract “Support to the Authority for Coordination of the Structural Funds and the Managing Authority Operational Programme Technical Assistance” (approx 1 mil EUR). Supervision of the activities and resource allocations for: Component 1 – Programming: support for the elaboration of national programming documents 2014-2020 in Romania; Component 2: System coordination, support to strengthen the coordination mechanism of the management structures in charge with the implementation of the structural funds; Component 3: Procurement, support to elaboration / launch of public procurement dossiers; Component 5: Verification of the reimbursement requests submitted by beneficiaries of the Operational Programme Technical Assistance Coordination of activities, resource allocation and technical contribution for:

				<p>Component 4: Communication - organisation of workshops, conferences, seminars for stakeholders in public administration (35 events of various size 25 -200 pax); contributions to the elaboration of a applicant's guide for the set-up of information centres at local level.</p> <p>Coordination of activities; coordination of 20 experts, 2 support staff, supervision of the administrative tasks related to implementation (e.g. analysis and review of the initial consultancy contract, elaboration of the addenda to the technical assistance contract, supervision and quality check of the inception, progress and final reports; elaboration of the service contracts for all Key and Non Key experts, supervision of the incidental budget spending in accordance with the Romanian procurement rules: translation, interpretation, printing, event organisation;</p> <p>Permanent liaison with the contracting authority in order to ensure the observance of the contractual terms;</p> <p>Invoice collection and validation of all project expenditures (experts, suppliers); Supervision of financial reports (inception, quarterly and final; including verification of documentary proof for incidental expenditure)</p> <p>Project monitoring: continuous monitoring of project implementation (activities, outputs and outcomes) in relation to agreed schedules, and of the use of inputs / services.</p> <p>Contract management: Permanent liaison with the contracting authority in order to ensure the observance of the contractual terms; permanent liaison with the client for technical compliance and quality assurance.</p>
1/2008 – 3/2011	Romania	<p>BERNARD BRUNHES INTERNATIONAL, BPI Group sarah.vlastelic@bb-international.eu; +33 1 55 35 75 55</p>	<p>Manager Business Development</p>	<p>Overall management of the business development department of BBI (composed of 5 internal staff – 2 based in Bucharest, 3 based in Brussels and a cohort of independent experts – across Europe - contributing with technical input to various bids on social inclusion / social protection):</p> <p>Management of the business development dept</p> <ul style="list-style-type: none"> ✓ Market analysis: Identification of possible sources of public funding; Mapping donors and related opportunities; Review existing donors' official assistance; study of the programming documents (country development plans, strategies, programming documents, in particular EU and the World Bank, other relevant intelligence reports); positioning on the market and elaboration of the yearly bidding strategy of the department, including elaboration of the budget, targets. ✓ Partnership brokering: identification of partners, consortia building, negotiations, maintaining relationships. ✓ Coordination of the development activity of the company (development of call for tenders or call for proposals Duties included: <p>Forecast: market intelligence gathering, analysis of the data, identification of complementary partners;</p> <p>Expression of interest: consortia building: selection of partners to fit the economic and technical criteria of the procurement notice, communication, financial negotiations at</p>

				<p>consortium level, representation role at consortium meetings</p> <p>Tender development: coordinating multidisciplinary and multicultural development teams, expert search, financial negotiations at consortium level and expert level, contributions to proposal writing, administrative and financial compliance check, quality evaluation of the technical proposals. development under various EU funded programmes: IPA, ENPI, EQUAL, PROGRESS, ESF for both public sector and non state actors.</p> <ul style="list-style-type: none"> ✓ Training outline and delivery for in house staff in EU institutions roles and functioning as well as the EU funding, EU procurement rules for projects funded under the EU development cooperation instruments, writing proposals through best practices, principles of project implementation; ✓ Coaching of the staff on a daily basis with ref to procurement rules and implementation principles of the targeted donors; ✓ Contract management: continuous monitoring of project implementation (activities, outputs and outcomes) in relation to agreed schedules, and of the use of inputs / services.
7/2005 – 1/2008	Romania	<p>BERNARD BRUNHES INTERNATIONAL, BPI Group sarah.vlastelic@bb-international.eu; +33 1 55 35 75 55</p>	Assistant to Managing Director (MD)	<p><i>In charge of the business development activities under the supervision of the Managing Director</i></p> <p>Identify, prioritize and pursue new and existing opportunities of contracts for public administration funded under the EU development cooperation programmes in social/employment sectors; planning of activities, financial and human resources</p> <p>Identify and explore possibilities of collaboration with partners whose expertise complement the company short and long-term goals, including private and public actors</p> <p>Coordinate and supported the tender development process from forecast stage to proposal delivery, including: consortia building, development of the application for the expression of interest, coordination of the tender proposal, including identification of suitable candidates for the key expert positions required and administrative coordination, quality evaluation of the proposals.</p> <p>Assisted with recommendations the internal evaluation commissions on the elaboration of the evaluation criteria according to PRAG, for assessment of full proposals launched within the frame of two EU funded contracts implemented by BBI.</p>
2/2004 – 7/2005	Romania	<p>BERNARD BRUNHES INTERNATIONAL, BPI Group sarah.vlastelic@bb-international.eu; +33 1 55 35 75 55</p>	Project Manager	<p>Carried out various functions by assisting the Team leader in the implementation of a 5 mil Euro project (Phare funded project) aiming at reforming the social services in Romania „Social services institution building“:</p> <p>Coordination of the Project Components’ Assistants (4) in all aspects related to the smooth implementation of the project activities; Continuous monitoring of project implementation (activities, outputs and outcomes) in relation to agreed schedules, use of inputs / services;</p> <p>Assist in the development of project work plan, reporting the expert time spent and undertake other project management assignments as required; Assisting with handing specific tasks to team members;</p> <p>Assisted the team leader and the key expert team with the identification of local experts; preparation of the terms of reference for the non key profiles; maintaining permanent</p>

				liaison with the Beneficiary and the Contracting Authority; Collect, register and maintain information on project activities by reports and first hand sources; Responsible for procurement of services (event organisation): evaluation of event organisation proposals according to the EU rules (PRAG): eligibility, selection and award criteria; Coordination/support to the organisation of project events, including consultation process at national level on the main project deliverables: conferences, national forum, workshops, trainings, study visits, focus groups); Travel arrangements for project personnel; Day to day office management; Organizing meetings; elaboration of minutes drafting; Assisting in development of the monthly report, quarterlyreport, the final report and other official reporting documents.
2/2003 - 5/2003	Spain, Madrid	The Windsor Institute of Languages	Teacher of English	Teaching activities: Teaching English to Spaniards attending the Open Courses Programme. Planning activities and prepare teaching materials according to both the students' needs and curriculum. Evaluate students periodically.
6/2002 - 2/2003	Romania	The Ministry of Finance	Advisor	Activities: Translation and occasional interpretation during meetings of the State Secretary with foreign delegates and embassies on the topic of anti-money laundering (AML); advice on the elaboration of the AML reports/presentations

Other relevant information

Participation to the ACUNS (Academic Council on the United Nations System) workshop „Reform of the global governance” with the paper „Populism and the influence on development aid policies – UK after Braxit”, 4-14th August 2017

Participation to the conference Contemporary UK Development Aid organised by the University of Leeds with the paper „The balance of power local CSOs - INGOs - the case of Kenya”, July 6th 2017