

# Gorazd Smilevski

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A highly experienced trainer and facilitator with a demonstrated history of delivering impactful training programs across diverse sectors.

Expertise in a wide range of training topics, including organizational transformation, leadership development, team building, communication skills, and business development.

Proven ability to design and deliver engaging and effective training programs that meet the specific needs of clients.

Adept at creating a positive and supportive learning environment that fosters collaboration and knowledge transfer.

Skilled in using a variety of training methodologies, including interactive workshops, group discussions, case studies, and role-playing.

Committed to helping individuals and organizations achieve their goals through effective training and development initiatives.

- **Date of birth:** 27/07/1974
- **Place of birth:** Bitola, North Macedonia
- **Nationality:** Macedonian/citizen of the Republic of North Macedonia

## Hide contact details

- **Mobile:** (+389) 70317487
- **Email address:** [gorazd.smilevski@bas.edu.mk](mailto:gorazd.smilevski@bas.edu.mk)
- **Work:** Bul. Jane Sandanski 111/2, 1000 Skopje, North Macedonia

## WORK EXPERIENCE

### General Manager

01/10/2007 – Current

- Business Academy Smilevski
- Skopje, North Macedonia

**Leadership and Management:** Extensive experience leading and managing teams in various settings. Facilitated numerous strategic planning sessions for various types of organizations.

**Academic Affairs:** Extensive experience in developing and delivering educational programs. Conducted numerous training programs on topics such as organizational transformation, training of trainers, and business development.

**External Relations:** A strong track record of building relationships with a wide range of organizations, including NGOs, government agencies, and international organizations.

**Human Resources:** Broad experience in recruiting, hiring, and managing staff, as well as providing professional development opportunities and advice.

Conducted training programs on topics such as team building, communication skills, and organizational culture.

### Operations Manager

20/07/2002 – 30/09/2007

- DETRA Center
- Skopje, North Macedonia

Managing day-to-day operations including overall projects management, resource allocation and process improvement

New business and ongoing client relationship management, budgeting and forecasting.

### Trainer/Facilitator

01/10/1993 – Current

- DETRA Center
- Skopje, North Macedonia

Responsible for designing and delivering interactive workshops, facilitating group discussions and brainstorming sessions, and developing and delivering presentations on a variety of topics. Providing individual and group coaching, conducting needs assessments, and developing training materials.

Responsible for managing logistics, coordinating with participants and stakeholders, and evaluating the effectiveness of training programs.

Ensuring that training programs are aligned with organizational goals and objectives and that participants gained the knowledge and skills necessary to succeed in their roles.

### Business consultant

15/07/1996 – Current

- DETRA Center
- Skopje, North Macedonia

Worked with a diverse range of organizations, including NGOs, government agencies, and businesses, to help them improve their performance and achieve their goals.

Conducting organizational diagnoses, developing and implementing change management strategies, facilitating strategic planning sessions, and providing training and coaching to staff.

Responsible for managing projects, developing proposals, and building relationships with clients.

A strong track record of success in helping organizations to improve their efficiency, effectiveness, and sustainability.

## EDUCATION AND TRAINING

### Ss. Cyril and Methodius University in Skopje

01/09/1995 – 01/09/2000

- English Language and Literature, BA
- Blvd. Goce Delchev, no. 9, 1000, Skopje, North Macedonia

#### Hide details

- [www.ukim.edu.mk](http://www.ukim.edu.mk)
- Level in EQF: **EQF level 6**

### Ss. Cyril and Methodius University in Skopje

01/10/2008 – 10/06/2012

- Human Resources Management, MS
- Skopje, North Macedonia

#### Hide details

- [www.ukim.edu.mk](http://www.ukim.edu.mk)
- Level in EQF: **EQF level 7**

### University St. Kliment Ohridski in Bitola

01/11/2021 – Current

- Management in Education, PhD
- Bitola, North Macedonia

#### Hide details

- [www.uklo.edu.mk](http://www.uklo.edu.mk)
- Level in EQF: **EQF level 8**

## LANGUAGE SKILLS

### Mother tongue(s)

Macedonian

### Other language(s)

	Listening	Reading	Spoken interaction	Spoken production	Writing
English	C2: Proficient User	C2: Proficient User	C2: Proficient User	C2: Proficient User	
Serbian	C2: Proficient User	C2: Proficient User	C2: Proficient User	C2: Proficient User	C2: Proficient User
Croatian	C2: Proficient User	C2: Proficient User	C1: Proficient User	C1: Proficient User	C1: Proficient User
Bosnian	C2: Proficient User	C2: Proficient User	C2: Proficient User	C2: Proficient User	C1: Proficient User
Albanian	A2: Basic User	A2: Basic User	A1: Basic User	A1: Basic User	A2: Basic User

## DIGITAL SKILLS

- Microsoft Office
- Microsoft Excel
- Microsoft Word
- Skype
- Microsoft Powerpoint
- Google Drive
- Social Media
- Outlook
- Zoom
- Instagram
- Facebook