

PERSONAL INFORMATION	Davorin Balaž
	<div> <div></div> <div>Aleksandra Mamića 7, 51 000 Rijeka</div> </div>
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	<div> <div></div> <div>davorin.balaz@efri.hr</div> </div>
	Sex: M Date of birth: 27.6.1987

WORK EXPERIENCE	
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July 1st 2018 -	Teaching Assistant Faculty of Economics and Business, University of Rijeka, Croatia Courses; International trade strategies, Business negotiation, International business 1, International business 2, Technological policy and competitiveness In charge for seminar classes
September 15th 2015 – July 1st 2018	Sales and marketing specialist Unitedvision Ltd and Independent Ltd, Poreč, Croatia – family run business - managing company business - negotiation, selling on domestic and foreign markets, contact with customers - creating and managing sales and marketing campaigns - data base managing
March 2nd 2015 – September 1st 2015	Sales specialist Istria home Ltd, Poreč, Croatia - communication with customers and partners - managing and arranging offer of the company on corporate and OTA partner website
June 17th 2013 – November 11th 2014	Trainee on program "Future in Adris" Maistra Ltd, Rovinj, Croatia - sales and marketing: web master, managing and arranging offer of the company on corporate and OTA partner website - IT and business support - HR - Front office
January 14th 2013 – June	Intern at program "Professional training" Valamar Riviera Ltd, Poreč, Croatia - Finance and accounting
20. 3. 2007. - 14. 12. 2016.	Part time and student jobs - administrative assistant: International economy, Monetary economy, Principles of economy, Quantity methods for making business decisions - writing business plans - journalist Parentium media, Poreč, www.parentium.com - coach of youth categories at Basketball club Poreč and Basketball club Istra Poreč.

EDUCATION AND TRAINING	
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October 2nd 2018 -	PhD study, Finance, Technical University of Košice, Slovakia	7th
February 27th 2016 – April 29th 2016	Lifelong learning process – Training for Project manager for EU funding	
	College Algebra, Zagreb and Poreč Municipality	

2009. - 2011.	1st class Master degree		7th
	University of Rijeka, Faculty of economics and business, field of study: marketing		
2006. - 2009.	Bachelor degree		6th
	University of Rijeka, Faculty of economics and business, field of study: marketing		

PERSONAL SKILLS

Mother tongue	Croatian				
Other languages	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
German	C1	C1	B2	B2	B2
Italian	C1	C1	C1	B2	C1
Spanish	B2	C1	B2	B1	B2
	Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user Common European Framework of Reference for Languages				

Communication skills	<ul style="list-style-type: none"> - written and oral expression - interpersonal skills - interactional skills
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Organisational / managerial skills	<ul style="list-style-type: none"> - experience in planning and implementation of projects and processes - cooperation and leadership - determinancy and preservance in doing jobs and tasks
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Job-related skills	<ul style="list-style-type: none"> - research, processing and analyzing of data from different sources - presentation skills - negotiation skills in domestic and international enviornment
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Digital skills	SELF-ASSESSMENT				
	Information processing	Communication	Content creation	Safety	Problem solving
	Independent user	Independent user	Independent user	Basic user	Independent user
	Levels: Basic user - Independent user - Proficient user Digital competences - Self-assessment grid				
	<ul style="list-style-type: none"> ▪ good command of office suite (word processor, spread sheet, presentation software) ▪ Internet research 				

Driving licence	B
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ADDITIONAL INFORMATION	
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Honours and awards	Award for best Teaching assistant in summer semester of Academic year 2018/2019 based on questionnaires filled by students
	Guest lecturer – Grammar school Juraj Dobrila Pazin
	Student exchange – Summer school "European Integrations and business in Europe" 2011 - Ecole de Management Strasbourg, May 30th 2011 – June 25th 2011
	Study trip EFRI - Strassbourg, Luxembourg, Bruxelles, Antwerpen, - Award for being among top 5% students
	EFRI Summer school "European Integration 2009", June 6th 2009 – June 18th 2009, Faculty of economics and business, Rijeka
	Faculty award for being among 5% top students – subscription on Croatian business journal Lider (2007. - 2010.)
	Municipality scholarship for very high GPA (2007. - 2011.) Honoured by mayor of Poreč for contribution to community, 2014. Award "Employee of the year" Basketball club Istra Poreč, 2012.
Projects	Fourth industrial revolution and export competitiveness of EU – University of Rijeka - Researcher
	Excellence and effectiveness in higher education in the field of economics (e4) – EU funded project - Researcher
	Member of organization comitee for project Red Bull Air Race 2014, Rovinj 2014.
	Member of organization comitee for friendly basketball game Croatia – Italy, Poreč, 2012.
	Member of organization comitee of International Summer school,, "International Environment and European Integration" 2010 and 2011, Faculty of economics and business, Rijeka
	Member of organization comitee of Ekonomijada 2008. - International sport and academic competition of economic faculties from Southeastern Europe, Rovinj, 2008
Seminars	Preparation of virtual class, Faculty of economics and business Rijeka
	Emerald Guide to Getting Published, October 11th 2018, Lecturer: Radka Krivankova
	Google digital workshop, Croatian chamber of economy Pula, December 12th 2017
	Operational skills for junior managers – Lecturer: Sergio Foti, May 14th – May 15th 2014
	Principles of project management – Business Academy Rijeka, January 29th 2009
Memberships	Comitee for International cooperation
References	Nataša Basanić Čuš, Psychology professor Health city Poreč Coordinator fond-zdravi-grad@pu.t-com.hr
	Full professor Heri Bezić, PhD Faculty of economics and business, Rijeka Full Professor heri.bezic@efri.hr
	Associate Professor Tomislav Galović, PhD Faculty of economics and business, Rijeka Associate Professor tomislav.galovic@efri.hr
	Lara Miučin, Master degree Maistra plc Business support manager lara.miuclin@maistra.hr

