

PERSONAL INFORMATION

Mirjana Sekulovska



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WORK EXPERIENCE

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- 2013–Present **Full time professor**
Faculty of Tourism and Hospitality - Ohrid, Ohrid (Macedonia)
- 2013–2019 **Secretary of the third cycle of studies**
Faculty for Tourism and Hospitality - Ohrid, Ohrid (Macedonia)
- 2008–2013 **Associate professor**
Faculty of tourism and hospitality - Ohrid
- 2008–2011 **Deputy Minister of Information Society and Administration**
Government of Republic of Macedonia, Skopje (Macedonia)
- 2006–2008 **Member of the Assembly of the Republic of Macedonia**
Assembly of the Republic of Macedonia, Skopje (Macedonia)
- 2003–2008 **Assistant professor**
Faculty of Tourism and Hospitality - Ohrid, Ohrid (Macedonia)
- 1990–2002 **Teaching Assistant**
Faculty of Tourism and Hospitality, Ohrid (Macedonia)

EDUCATION AND TRAINING

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- 1999–2002 **Doctorate, PhD**
State University of National and Word Economy (UNWE), Sofia (Bulgaria)
- 1993–1995 **Masters degree in Cybernetics**
Faculty of Economics, Prilep (Macedonia)
- 1979–1983 **Graduated**
Faculty of Economics, Skopje (Macedonia)

PERSONAL SKILLS

Mother tongue(s) Macedonian

Foreign language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B1	B1	B1	B1	B1
Bulgarian	C2	C2	C1	C1	C2
Serbian	C2	C2	C1	C1	C2

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages

Communication skills

- Good communication skills gained through my experience as professor
- Verbal communication skills (friendliness, confidence, empathy, respect, etc.)
- being a good listener
- nonverbal communication skills
- being able to appropriately give and receive feedback
- being able to work alongside colleagues to help achieve the goals of our organization
- international cooperation skills
- project management skills
- social skills

Organisational / managerial skills

- leadership
- decision making
- time management skills
- team management
- mental organization skills

Job-related skills

Trough my experience as a deputy minister I gained this skills:

- managing appointments
- goal setting and meeting goals
- setting standards
- office maintenance
- resource management
- conflict resolution
- creating and keeping deadlines
- reviewing, reporting and research
- coordinating events
- communication with the media
- problem solving
- strategic thinking and implementing strategy
- negotiation skills
- motivation skills

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem-solving

Proficient user	Proficient user	Independent user	Independent user	Proficient user
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Digital skills - Self-assessment grid

Driving licence B

ADDITIONAL INFORMATION

Publications

- **Book:** Hospitality and tourism in transition in central and Eastern Europe (a comparative analysis), Maria Vodenska, Mirjana Sekulovska, August 2018, Cambridge Scholars Publishing, UK. ISBN (10): 1-5275-1120-0, ISBN (13): 978 -1-5275-1120-0;

<https://www.cambridgescholars.com/hospitality-and-tourism-in-transition-in-central-and-eastern-europe>

- Implementation of practical work in the educational process of higher education - quality factor, Knowledge International Journal Vol.31.2,p.487, June 2019,Budva, Montenegro
- Information assurance of the logistics with the information technologies, Modern Logistics – Business and Education, Conference proceedings, University of Economics, Varna, Bulgaria, 2017, ISBN 978-954-21-0945-7, p. 51., indexed in RePEc,
- <https://econpapers.repec.org/bookchap/vrnlogist/>
- <https://econpapers.repec.org/bookchap/vrnlogist/1.htm>
- Contemporary Internet Applications and their role in development of e-tourism - Case Study Trip advisor and Expedia, International Journal "Knowledge", Publisher IKM, Skopje, Macedonia, Vol. 19.2., 2017, ISSN 1857-923X (e-version), ISSN 2545-4439 (printed), p. 827., GIF 1.322; <http://globalimpactfactor.com/knowledge-international-journal/>
- Website Promotion of Tourism in Republic of Macedonia, International Journal "Knowledge", Publisher IKM, Skopje, Macedonia, Vol. 16.4., 2017, ISSN 1857-923X, p. 1527., GIF 1.322; <http://globalimpactfactor.com/knowledge-international-journal/>
- Exceptions and Limitations on Exclusive Copyright: US Doctrine of Fair Use, International Journal "Knowledge", Publisher IKM, Skopje, Macedonia, Vol. 16.4., 2017, ISSN 1857-923X, p. 1423., GIF 1.322; <http://globalimpactfactor.com/knowledge-international-journal/>
- Electronic Services in the Hospitality Industry, Journal for theory and practice of hotel industry "Hotel link", Belgrade, Serbia, 2016, Vol. 17, Number 27-28, Year XIV, ISSN 1451-5113; UDK 640.4; p. 430
- The Impact of the Information Technologies in the Knowledge management, International Journal Scientific and Applicative papers "Knowledge", Publisher IKM, Skopje, Macedonia, Vol. 10.1., 2015, ISSN 1857-92, p. 54.
- Supply Chain Management in Food Industry in Hospitality, Logistics Opportunities and Challenges, Conference proceedings, UNWE Publishing Complex, Sofia, Bulgaria, 2015, ISBN 978-954-644-721-0, p. 220.
- The Importance of Technology for Micro insurance Organizations, International Scientific Magazine "Horizons", Publisher: University St. Kliment Ohridski, Bitola, Macedonia, ISSN 1857-856X, Year X, Volume 13, May 2014, p. 221.
- Organizing and signalization of tourism space in the function of selective development, Journal for theory and practice of hotel industry "Hotel link", Belgrade, Serbia, 2013, Vol. 14, Number 21-22, Year XI, ISSN 1451-5113; UDK 640.4; p. 525
- ICT and E-Business in Hospitality Industry in The Republic of Macedonia,30-th EuroCHRIE Annual conference, "Hospitality for a Better World",25-27 October 2012, Lausanne, Switzerland (e-book, p. 95)
- Culture in tourist product as a major asset for market,II International Conference "Cultural Road Via Pontica", 21-25 September 2012, Burges - Istanbul, p. 60
- Implementation of ICT in border management in Republic of Macedonia, IV International Scientific Conference "Science on border of the millennium ", 27-29 May, Barcelona, Spain 2012, Published in Journal "Science prospects" ISSN 2077-6810, No.5(32) 2012 - Tambov, p.170

- Internet Business models for e-insurance and conditions in R. Macedonia, XI International Conference Service sector in terms of changing environment, Ohrid, 2011, Elsevier, 2011, p. 144
- EXIM in R. Macedonia-one-stop shop for permits for import, export and transit of goods and tariff quota, Logistics present and future, IBIS Publishers, Sofia 2011, p. 81
- The role of trade logistics in trade facilitation, Logistics in theory and practice, IBIS Publishers, Sofia 2008, p. 153
- Informatics, university textbook, University of St.Kliment Ohridski – Bitola, 2009
- Management Information Systems, university textbook, University of St.Kliment Ohridski – Bitola, 2004

Projects

- Hospitality and Tourism in Transition (Central and Eastern Europe) A Comparative Analysis, Joint Project of La Foundation per la formation hoteliere (FH Foundation) May 2017 (in print)
- Support to Galicia National Park, BMZ-N° 2001 66 827 and 7540/CRIC/COSPE/MCD, Faculty of tourism and hospitality, NPG/ KfW, 2010/2011
- Interconnection and use of registers and databases in state institutions - interoperability, project of the Government of the Republic of Macedonia, 2008-2010
- University IT network (reform of the university network MARNet in a public institution MARnet), project of the Government of the Republic of Macedonia, 2009-2010
- Law on Electronic Governance, Project of the Government of the Republic of Macedonia, 2009
- Law on Establishing Macedonian Academic Research Network MARnet, Project of the Government of the Republic of Macedonia, 2009
- VOIP (Voice over internet protocol) - Voice communication over the Internet in state institutions, project of the Government of the Republic of Macedonia, 2008/09

Conferences

- XXIst International Conference, Knowledge -Capital of the future, The teacher of the future, Implementation of Practical Work in the Educational Process of Higher Education - Quality Factor, June 2019, Budva Montenegro
- 7th International Congress HOTEL PLAN 2018, Hospitality as a quality factor of tourist destination offer and competitiveness, The College of Hotel Management, Belgrade, Serbia
- Information assurance of the logistics with the information technologies, International Conference of Modern Logistics – Business and Education, University of Economics, Varna, Bulgaria, 19-20 October, 2017
- Website Promotion of Tourism in Republic of Macedonia, International Conference of Knowledge, Vrnjachka Banja, Serbia, May, 2017
- The Impact of the Information Technologies in the Knowledge management, International Scientific and Applicative Conference, Agia Triada, Thessaloniki, Greece, October, 2015
- Supply Chain Management in Food Industry in Hospitality, Logistics Opportunities and Challenges, International Conference of Business Logistics, Ravda, Nesebar, Bulgaria, September, 2014
- Participation on XIV the International Conference of Partner Institutions of FH Foundation in Manchester, UK, July 2014
- The Importance of Technology for Micro insurance Organizations, International Scientific Conference, University St. Kliment Ohridski, Bitola, FTH-Ohrid, Macedonia, May 2014
- Participation in XIII the International Conference of Partner Institutions of FH Foundation in Bucharest, Romania, June 2013
- ICT and E-Business and Hospitality Industry in the Republic of Macedonia, in a co-author, 30th EuroCHRIE Annual conference, "Hospitality for a Better World", Lausanne, Switzerland, 25-27 October 2012
- Culture in tourist product as a major asset for market, II International Conference "Cultural Road Via Pontica", Burgess – Istanbul, 21-25 September, 2012
- Participation in the conference: Rural tourism product and Eco-standards, in co-authorship, XXII International conference of FH Foundation, Vilnius, Lithuania, 30 may - 03 June, 2012
- Participation at the conference: Implementation of ICT in border management in the Republic of Macedonia, in co-authorship, IV International Scientific Conference "Science on the border of the millennium", Barcelona, Spain, 27-29 May, 2012

- Internet Business models for e-insurance and conditions in R. Macedonia, XI International Conference Service sector in terms of changing environment, Faculty of Tourism and Hospitality - Ohrid, Macedonia, 2011
- EXIM in R. Macedonia-one-stop shop for permits for import, export and transit of goods and tariff quota, International conference of Logistics - present and future, University of national and World Economy - UNWE, Sofia, Bulgaria, 2011
- Presentation on the topic: MARnet in the Republic of Macedonia and its role in Internet security, Jubilee Forum of Information Security "INFO FORUM", Moscow, February, 2011
- The 10th Jubilee Info forum for Information Cooperation and Security - INFO FORUM, Moscow, Russia, 7 - 8 February 2011
- Address and presentation on the topic: Information Society Development in the Republic of Macedonia, International Conference on Information Cooperation and Information Security, Varna, Republic of Bulgaria, 14.09. 2010
- Presentation on the topic: Electronic documents and the concept of interchangeability, 2nd International Forum for Information Cooperation and Cybersecurity, INFO FORUM, Varna, September 15, 2010
- Address and presentation on the topic: Government projects in Macedonia and best EU practices (experience from Slovenia), workshop organized by the Secretariat for European Affairs within the GOFRE Project Component 5: IT Framework for Support to NPAA and the European Integration Process supported by the British Embassy, Hotel Arka, Skopje, February 20, 2009
- Study tour in Estonia, Tallinn, March 5 - 8, 2009
- Study tour in Slovenia, Ljubljana, March 26 - 29, 2009
- Study tour in Bulgaria, Sofia, March 30 - 31, 2009
- Presentation on the topic: Achievements and progress in building an information society in the Republic of Macedonia. Macedonia, the International Conference on Information Cooperation and Information Security, Nessebar, R. Bulgaria, September 15-17, 2009
- The role of trade logistics in trade facilitation, International conference of Logistics in theory and practice, Ravda, Nessebar, Bulgaria, 2008
- Addressing the ceremony for the official opening of the Representation of the multinational IBM company in Macedonia, Aleksandar Palace in Skopje, September 24, 2008
- Address of the Macedonian-Bulgarian Business Forum, Holiday Inn, Skopje, September 20, 2008
- Presentation on the topic: Development of high technology and infrastructure in the Republic of Macedonia, Macedonian-Bulgarian business forum, Holiday Inn, Skopje, September 20, 2008
- Address of the WEB-DEP Forum, organized by the MIA News Agency, the News Agency of Serbia TANJUG and the Albanian news agency ATA, Best Western, Skopje, September 3, 2008

Certifications of seminars

- Certificate of Attendance at International Seminar "Hotel Industry foundations and Introduction to analytics", sponsored by "La Fondation Pour La Formation Hoteliere", Ohrid, Macedonia, June 2016
- Certificate of Attendance at International Seminar " Guest satisfaction business ethics and culture service quality", sponsored by La Fondation Pour La Formation Hoteliere, Ohrid, Macedonia, June 2016
- Certificate of Attendance at International Seminar "Food and beverage management", sponsored by "La Fondation Pour la Formation Hoteliere", Ohrid, Macedonia, Manchester Metropolitan University, June 2014
- Certificate of Attendance at International Seminar " Culinary arts and service quality", sponsored by "La Fondation Pour La Formation Hoteliere", Ohrid, Macedonia, Manchester Metropolitan University, June 2014
- Certificate of Attendance at International Seminar " Successful SMEs key operational issues", sponsored by La Fondation Pour La Formation Hoteliere, Ohrid, Macedonia, Manchester Metropolitan University, March 2012
- Certificate of Attendance at International Seminar "Students working in the industry cultural dimensions", sponsored by "La Fondation Pour La Formation Hoteliere", Ohrid, Macedonia, Manchester Metropolitan University, March 2012
- Certificate of Attendance at International Seminar "Developing education/industry links", sponsored by "La Fondation Pour La Formation Hoteliere", Ohrid, Macedonia, Manchester Metropolitan

University, November 2011

- Certificate of Attendance at International Seminar "Case studies for management education and training", sponsored by "La Fondation Pour La Formation Hoteliere", Ohrid, Macedonia, Manchester Metropolitan University, November 2011

Certifications of conferences

- Certificate for participation and paper presentation at the XIX Annual International Conference of Partner Institutions, sponsored by "La fondation pour la Formation Hotelier", Sofia/Plovdiv, Bulgaria, June 2019
- Certificate of publication, Implementation of practical work in the educational process of higher education - quality factor, Knowledge International Journal Vol.31.2, June 2019, Budva, Montenegro
- Certificate of publication, Implementation of CRM solutions in tourism, HOTELPLAN 2018, Book of proceedings, The College of Hotel Management, November 2018, Belgrade, Serbia
- Certificate for participation and paper presentation at the XVIII Annual International Conference of Partner Institutions, sponsored by "La fondation pour la Formation Hotelier", Odessa, Ukraine, June 2018
- Certificate of publication, "Contemporary internet applications and their role in development of E-tourism - Case study: TripAdvisor and Expedia", Knowledge International Journal Vol.19, Agia Triada, Greece, September 2017
- Certificate for participation in the XVII International Conference of Partner Institutions "Winning the Game in Hospitality, Tourism and Events", Banja Luka, sponsored by "La fondation pour la Formation Hotelier", May 2017
- Certificate of participation in the Twelfth International Scientific Conference, Knowledge Without Borders, "Website Promotion of Tourism in Republic of Macedonia", Vrnjacka Banja, April 2017
- Certificate of participation in the Twelfth International Scientific Conference, Knowledge Without Borders, "Exceptions and Limitations on Exclusive Copyright: Us Doctrine of Fair Use", Vrnjacka Banja, April 2017
- Certificate for participation in the XVI International Conference of Partner Institutions "Planning for Change", sponsored by "La fondation pour la Formation Hotelier", Ohrid, May 2016
- Certificate for participation and paper presentation at the XV Annual International Conference of Partner Institutions, sponsored by "La fondation pour la Formation Hotelier", Portoroz, Slovenia, May 2015
- Certificate of participation in the International Scientific Conference, Knowledge - Capital of the Future, "The Impact of the Information Technologies in the knowledge management", Agia Triada, Greece, October 2015
- Certificate for participation and paper presentation at the XIV Annual International Conference of Partner Institutions, sponsored by "La fondation pour la Formation Hotelier", Manchester UK, July 2014
- Certificate for participation and paper presentation at the XIII Annual International Conference of Partner Institutions "Hospitality Today", sponsored by "La fondation pour la Formation Hotelier", Bucharest, June 2013
- Certificate for participation at the Second International Culinary Course, sponsored by "La fondation pour la Formation Hotelier", Plovdiv, December 2012
- Certificate of participation in Second International Scientific Conference "Cultural Route VIA Pontica - Cultural Tourism Without Boundaries", Bulgaria and Turkey, 2012
- Certificate for participation at the XII International Conference of Partner Institutions "Tourism and Hospitality Product Developments", sponsored by "La fondation pour la Formation Hotelier", Vilnius, June 2012
- Certificate of participation, The International Scientific Conference, Science on border of the millennium, "Implementation of ICT in Border Management in Republic of Macedonia, Barcelona, Spain, May 2012
- Certificate of attendance and presented a paper at the XI International Conference "Service Sector in Terms of Changing Environment, Ohrid, October 2011

Certifications of appreciation

- Certificate of appreciation for contributing for the development of Business Logistics from the

University of National and World Economics - Sofia, Bulgaria, November 2011

- Courses**
- Erasmus + staff mobility : University of Economics in Varna, Bulgaria, teaching subject: "IT Technologies in Logistics in Republic of Macedonia", 23-27 September 2019

- Memberships**
- Part of a Editorial Board of Journal of Business Studies, Banja Luka
<http://www.poslovnestudije.com/editorial-board/?lang=en>
 - Representative of the Faculty of Tourism and Hospitality at the "La fondation pour la Formation Hotelier"- Geneva, Switzerland.

- Key Qualifications**
- Management Information Systems
 - Logistics Systems
 - SCM (Supply chain management)
 - E - business
 - Business Informatics