

CURRICULUM VITAE

Personal information

Name Gramatnikovski Sashko
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Nationality Republic of Macedonia
Date of birth 14.01.1975
Gender Male

Work experience

- Dates (from – to) January 2011 – at present
 - Name and address of employer University of Tourism and Management in Skopje
 - Type of business or sector Higher Education
 - Occupation or position held Dean of the Faculty of Tourism

- Dates (from – to) September 2006 – January 2011
 - Name and address of employer University of Tourism and Management in Skopje
 - Type of business or sector Higher Education
 - Occupation or position held Teaching Assistant

- Dates (from – to) September 2003 – May 2005
 - Name and address of employer www.aber.com.mk
 - Type of business or sector Internet
 - Occupation or position held Web Editor Assistant
 - Main activities and responsibilities Assistance in Making and Editing Web Pages

- Dates (from – to) March 2004 – June 2004
 - Name and address of employer Balcanica
Krste Petkov Misirkov 9/25, 1000 Skopje
 - Type of business or sector Marketing and Media Production
 - Occupation or position held General Manager
 - Main activities and responsibilities Responsible for the Marketing of the Regional Daily Newspaper Koha Ditore, for Macedonia and
Responsible for the Marketing of the TV show "Food & Wine" in Albanian Language for
Republic of Macedonia and Kosovo.

- Dates (from – to) September 2003 – March 2004
 - Name and address of employer On net
Kej 13 Noemvri 3/3/, 1000 Skopje
 - Type of business or sector Internet Provider
 - Occupation or position held Sales Manager
 - Main activities and responsibilities Providing Internet for the Business Sector

- Dates (from – to) 2001, 2002, 2004 (summer time only)
 - Name and address of employer Hotel Zante
Lagana, Zakynthos, Greece
 - Type of business or sector Tourism
 - Occupation or position held Bar and Hotel Manager

- Main activities and responsibilities Managing one of the Bars in the Hotel, Responsible for Maintenance of Internet Cafes and Hotel Supplies, and Communication with Guests.
 - Dates (from – to) 1997- 1998
 - Name and address of employer Emigration Agency of the Republic of Macedonia
www.emigration.gov.mk
 - Type of business or sector Government Agency
 - Occupation or position held Member in the "Youth Council"
- Main activities and responsibilities Responsible for the Young Emigrants outside the Republic of Macedonia
 - Dates (from – to) 1997
 - Name and address of employer David and Goliath
 - Type of business or sector Students Protest Newspaper
 - Occupation or position held One of the Founders and Editor
- Main activities and responsibilities Editor and Responsible for the Distributions outside the Republic of Macedonia

Education and training

- Dates (from – to) 2010
 - Name and type of organization providing education and training University in Novi Sad
 - Principal subjects/occupational skills covered Faculty of Natural Sciences and Mathematics
Tourism
 - Title of qualification awarded PhD in the field of tourism
 - Level in national classification VIII
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- Dates (from – to) 2001 -2007
 - Name and type of organization providing education and training University "Sts. Cyril and Methodius",
Faculty of Natural Sciences and Mathematics, Skopje
 - Principal subjects/occupational skills covered Tourism planning
 - Title of qualification awarded Master of Geography Sciences - Tourism
 - Level in national classification Graduated VII 2
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- Dates (from – to) 1995- 1999
 - Name and type of organization providing education and training University "Sts. Cyril and Methodius",
Faculty of Natural Sciences and Mathematics, Skopje
 - Principal subjects/occupational skills covered Ethnology
 - Title of qualification awarded Graduated Ethnologist
 - Level in national classification Graduated VII 1
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- Dates (from – to) 1989-1993
 - Name and type of organization providing education and training Rade Jovcevski Korchagin – High School, Skopje
 - Principal subjects/occupational skills covered Information Technology, Programming and Programming Languages
 - Title of qualification awarded Information Technician
 - Level in national classification IV

Trainings / Seminars

- Dates (from – to) July 2005
 - Type Zagreb, Croatia
 - Name and type of organization Etik – Zagreb, Horvat - Zagreb
 - Covered areas by the education Training for Sales Managers
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- Dates (from – to) October 2003
 - Type Training Seminar – Skopje
 - Name and type of organization Investment Fund SEAF and Internet Provider On Net
 - Covered areas by the education Training for Sales Managers
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- Dates (from – to) May 2003
 - Type Training Seminar Brussels
 - Name and type of organization European NGO JEF (Young European Federalists), under the auspices of the Council of Europe.
 - Covered areas by the education Internal Communications, Financial Resources and Management, Innovative Methods in Youth Activities, Project Management, Youth Work in Europe, Managing People and External Communication.

LANGUAGES

MOTHER TONGUE

MACEDONIAN

OTHER LANGUAGES

- Reading
- Writing
- Communication

ENGLISH
excellent
excellent
excellent

ORGANIZATIONAL SKILLS AND COMPETENCIES

- Trainer: Triodos Facet, **Business Development** (Basic Finance, Fund Rising), February 2013;
- Trainer: Friedrich Hedbern, **Social Entrepreneurship**, June 2012;
- Trainer: LDA Struga, **Female Entrepreneurship** (Basic Marketing, Basic Sale, Basic Finance) March 2012;
- Trainer: Triodos Facet, **Business Development** (Entrepreneurship, Marketing, Sales, Writing Business Plans), November 2011;
- Trainer: **The skills of negotiation and lobbying in the process of acquiring managerial competencies of directors of secondary schools**, training for high school principals, 06.03.2010, Istanbul;
- Trainer: **Model of a contemporary professor**, training for high school professors, 08-10.04.2011, Ohrid;
- Trainer: **The importance of public relations in education**, training for high school professors 15-16.04.2011, Berovo;
- Trainer: **Management by objectives**, training for high school professors, 15-16.04.2011, Berovo;
- Trainer: **Management of the schools through a partnership with parents**, training for high school professors, 18-19.03.2011, Ohrid;
- Trainer: **Entrepreneurship**, training for high school professors, 05.2012, UTMS, Skopje
- Trainer: **Achieving competitive advantage of the organization**, Training for entrepreneurs, 20.04.2013, UTMS, Skopje;

- Trainer: **Socially Responsible Behavior in the educational institutions**, training for high school professors, UTMS, 2.04.2013, Skopje;
- **One of the organizers of the debate: common values - a roadmap to Europe**, May 2003, Skopje
- Participant in organizing **Spring Day** (Campaign: Spring Day in Europe), March 2003 held at the Macedonia Square in Skopje, under the auspices of the President of the Republic. Macedonia;
- Participant in the training seminar **Walking Towards United Europe – The Case For Human Rights For Eastern And Central Europe**, February 2003; Ohrid
- Participant in the **Second International Congress of Geography**, November 2000 in Ohrid.

INTERNATIONAL CONFERENCES AND SYMPOSIA

The positive impact of outsourcing in the hotel industry, ICON BEST 2020 The 7th International Scientific Congress, Alternative Paths for Development of Emerging Economies In Global Business Environment, (11th November 2020)

Daliborka Blazeska, PhD, Natasha Ristovska, PhD, Sashko Gramatnikovski, PhD. The Impact of Digital Trends on Marketing..UTMS Journal of Economics 11(1): 48–58. September 2020 (EBSCO)

Aleksandra Stoilkovska, PhD, Sashko Gramatnikovski, PhD and Gordana Serafimovic, MSc, The Influence of the Use of Power in Corporate Governance on the Socially Responsible Policies of a Competing Company, UTMS Journal of Economics, Vol. 10 No. 1 (pp. 77–84), June 2019 (EBSCO)

Ace Milenkovski, PhD, Sashko Gramatnikovski, PhD, Dejan Nakovski, PhD, Statistical Data in the Tourism Research, UTMS Journal of Economics, Vol. 10 No. 1 (pp. 57-65), June 2019 (EBSCO)

Sashko Gramatnikovski, PhD, Meri Nichkova, Msc, Marina Stojmirova, MSc, Tourism as an Important Factor in Economic Development, 6th Biennial International Scientific Congress for Business, Economy, Sport and Tourism ICON BEST 2018 Global Education, Skills and Competencies: How to Deliver High Quality Business Education in Accordance with the Market Needs October 15–16, 2018, Skopje

Sashko Gramatnikovski, Ace Milenkovski and Daliborka Blazheska, "The impact of the international tourism receipts on GDP – The case of Republic of Macedonia", International Journal of Academic Research in Accounting, Finance and Management Sciences, Vol.6, No.4 (pp.220-225), October 2016 (EBSCO)

Ace Milenkovski, Sashko Gramatnikovski, Dejan Nakovski, The Role of Cultural and Historical Heritage in Tourism Development of the Maleshevo Mountains, Singidunum International Tourism Conference SITCON, Belgrade, September 2016, pp.155-160

Konstantin Angelovski, Sashko Gramatnikovski, Events as an Optimal Mechanism for Promoting Tourist Potential in Developing Countries, 4th International Scientific Congress ICON BEST 2015, 09-11 of October 2015, Skopje, Republic of Macedonia

Daliborka Blazeska, Sashko Gramatnikovski, Sinisa Bogdan, Andreja Mackic, Important Component components That Affect the Image of the Company for Achieving Competitive Advantage, 4th International Scientific Congress ICON BEST 2015, 09-11 of October 2015, Skopje, Republic of Macedonia

Mijalche Gjorgievski, Dejan Nakovski, Sashko Gramatnikovski, Spatial Dispersion of Tourist Attendance in National Park Mavrovo, 4th International Scientific Congress ICON BEST 2015, 09-11 of October 2015, Skopje, Republic of Macedonia

Sashko Gramatnikovski, Andreja Mackic, Goran Apostolovski, Sustainable Tourism Development Concept for the Natural Park of Canyon Matka, 4th International Scientific Congress ICON BEST 2015, 09-11 of October 2015, Skopje, Republic of Macedonia

Sashko Gramatnikovski, Aleksandra Stoilkovska, Business Communication in Function of Improving the Organizational Culture of the Company, UTMS Journal of Economics, Vol. 6, Number 2, December 2015

Aleksandra Stoilkovska, Natasha Ristovska, Sashko Gramatnikovski, Innovative Business Models a

Factor for Competitive Advantage of the Companies, UTMS Journal of Economics, Volume 6, Number 1, June 2015

Sashko Gramatnikovski, Milojica Vedran, Drpic Daniel, Perspective of Health Tourism Development of Rural Croatia, 3rd International Scientific Symposium on Economy of Eastern Croatia-Vision and Growth, May 22-24, 2014, Osijek, Croatia

S. Gramatnikovski, A. Stoilkovska, K. Angelovski, Increasing The Company's Efficiency Via Supply Chain Management, XII international scientific conference management and engineering, 06/2014, Sozopol Bulgaria

S. Gramatnikovski, E-marketing in Function of Establishing Ohrid as a Tourist Destination Abroad, *Sinteza 2014* - Impact of the Internet on Business Activities in Serbia and Worldwide, Singidunum University International Conference, April 2014, Belgrade

Ace Milenkovski, Zoran Strezovski, Sashko Gramatnikovski, "Employment, Education and Entrepreneurship – EEE2013", Belgrade, Serbia, October 16th-18th International Tourism Fairs as a Tool for Promotion the Country as a Tourist Destination, Second International Conference 10/2013, pp 330;

Konstantin Angelovski, Sashko Gramatnikovski, Dimitar Iliev, Organization of Sport Competitions as a Basis for the Development of Sports Tourism, Third International Scientific Congress "ICON BEST 2013", Skopje, R. Macedonia, October 5th 2013, pp 159;

Mijalce Gjorgievski, Sashko Gramatnikovski, Dejan Nakovski, Climatic Features as a Factor Development of Tourism in Republic of Macedonia, Third International Scientific Congress "ICON BEST 2013", Skopje, R. Macedonia, October 5th 2013, pp 360;

Sashko Gramatnikovski, Zoran Strezovski, Vera Boshkovska, The Role of the Public Relations for Creation Brand of the Festival, Third International Scientific Congress "ICON BEST 2013", Skopje, R. Macedonia, October 5th 2013, pp 144;

Aleksandra Stoilkovska, Ace Milenkovski, Sashko Gramatnikovski, The Impact of Corporate Social Responsibility on Long-Term Success of Tourism Organizations, International Conference "Contemporary Trends in Tourism and Hospitality, CTH 2013 - Peace, Culture and Tourism", Novi Sad, Serbia, September 26th – 27th 2013, pp 52;

Mijalce Georgievski, Sasko Gramatnikovski, Dejan Nakovski, Geographic Positioning as a Determination of Tourism Development of Gevgelija Region, UTMS Journal of Economics, Vol 4, Num 1, March 2013, pp 61;

Sashko Gramatnikovski, Marjana Todorova Gjeorgjieva, Nikola Gjeorgjiev, Tourism During Recessions: Threats and Opportunities, Second International Scientific Congress "The Influence of Tourism on Economic Development", Skopje, R. Macedonia, April 27th - 29th 2011, pp 117;

Sashko Gramatnikovski, Nikola Gjeorgjiev, Marjana Todorova Gjeorgjieva, Sources of Innovation in Tourism, Second International Scientific Congress "The Influence of Tourism on Economic Development", Skopje, R. Macedonia, April 27th - 29th 2011, pp 101;

Sashko Gramatnikovski, Nikola Gjeorgjiev, E-Tourism: Key Applications, Second International Scientific Congress "The Influence of Tourism on Economic Development", Skopje, R. Macedonia, April 27th - 29th 2011, pp 136;

Sashko Gramatnikovski, Nikola Gjorgoski, Comparative Possibilities of the Development of Tourism in the Valleys of Stara River (R. Greece) and the Brajchino River (R. Macedonia), Second Geographers Congress "Towards Europe", Novi Sad, Serbia, September 10th -11th 2010, pp 121;

A. Milenkovski, S. Gramatnikovski, Perspective of the Development of the Small City Hotels, VII International Scientific Symposium "Hotel House 2008", Zlatibor, R. Serbia, 15- 17 May 2008, 11;

S. Gramatnikovski, Development of Tourism Along the Valley of Braychinska River, Proceedings of the 1st Symposium on the Faculty of tourism in Skopje, Skopje, Republic of Macedonia 2008

A. Milenkovski, S. Gramatnikovski, Staff Training and Accomplishment in Tourism – Contemporary

Needs, *Sandanski, R. Bulgaria 2008;*

S. Gramatnikovski, Comparative Values of Tourism between the Southeastern part of the Grand and East of the Small Prespa Lake, Proceedings of the XXX Symposium on Tourism, (Lerin) Florina, R. Greece 2007

S. Gramatnikovski, R. Mijalov. Confessional Structure of Asia, Geographical Considerations.35, 2000;

V. Timovski, S. Gramatnikovski, Confessional Structure of the Population of the Republic of Macedonia and the views of some Religious Communities for the Introduction of Religious Education in Schools, Proceedings of the 2nd Congress of Geographers of the Republic of Macedonia, 2000;

INFORMATION TECHNOLOGY

WORD, EXCEL, POWER POINT, FRONT PAGE, INTERNET TOOLS.

DRIVING LICENCE

B- category