




## PERSONAL INFORMATION

**Mariyana Ivanova Shishkova**


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## WORK EXPERIENCE

September 2018 – present

**Chief Assistant Professor in Economics and Management (Agriculture)**

Agricultural University, 12 Mendelev Blvd., Plovdiv 4000, Bulgaria, [www.au-plovdiv.bg](http://www.au-plovdiv.bg)

Main disciplines: Agricultural Economics, Business strategies and policies, Labour Economics, Sustainable Agricultural Development, Business Economics, and others.

**Business or sector:** Higher education

April 2017 - September 2018

**Assistant Professor in Economics and Management (Agriculture)**

Agricultural University, 12 Mendelev Blvd., Plovdiv 4000, Bulgaria, [www.au-plovdiv.bg](http://www.au-plovdiv.bg)

Main disciplines: Agricultural Economics, Agricultural Policy, Labour Economics, Sustainable Agricultural Development, and others.

**Business or sector:** Higher education

August 2010 - September 2017

**Financial Manager/ Economist - finance**

Land Source of Income Foundation, 122 Maritsa Blvd., 5th Floor, Room 25, Plovdiv 4018, Bulgaria, Tel./Fax: +359 32629286, [www.landsourceofincome.org](http://www.landsourceofincome.org)

The organisation applies an Integrated Model for supporting small business in disadvantaged (isolated) communities, which includes two main components: 1) entrepreneurial skills development and 2) access to tangible assets.

**Business or sector:** Non-governmental organization

July 2010

**Assistant**

Land Source of Income Foundation, 122 Maritsa Blvd., 5th Floor, Room 25, Plovdiv 4018, Bulgaria, Tel./Fax: +359 32629286, [www.landsourceofincome.org](http://www.landsourceofincome.org)

**Business or sector:** Non-governmental organization

July - September 2009

**Trainee**

Land Source of Income Foundation, 122 Maritsa Blvd., 5th Floor, Room 25, Plovdiv 4018, Bulgaria, Tel./Fax: +359 32629286, [www.landsourceofincome.org](http://www.landsourceofincome.org)

## EDUCATION AND TRAINING

2013 – 2018

**Doctor in Economics and Management (PhD) - Thesis Title: "The role of Social Capital for Sustainable Rural Development"**

Agricultural University – Plovdiv, Bulgaria

2009 – 2011

**Master's degree in Financial Management**

Plovdiv University "Paisii Hilendarski", Bulgaria

**Principal subjects/occupational skills covered**

Macroeconomic Analysis; Financial analysis and management of working capita; Capital Market: basic financial instruments; Financial control; International Finance; Financing techniques; Investment Management; Risk Management; Banking

2005 – 2009

### Bachelor's degree in Agricultural Economics

Agricultural University - Plovdiv, Bulgaria

#### Principal subjects/occupational skills covered

Fundamental economic and managerial disciplines: Microeconomics, Macroeconomics, Management, Marketing, Finance, Accounting, etc.

Specific sectorial economic subjects: Agricultural Economics, Economics of Production, Agricultural Policy, etc.

Specific agro technical disciplines: Fundamentals of Agriculture, Crop Production, Livestock Production, etc.

2001 – 2006

### Software developer - third degree of professional qualification

High School of Mathematics "Acad. Kiril Popov" - Plovdiv, Bulgaria

#### Principal subjects/occupational skills covered

Computer Design, Object-oriented programming, Visual Programming, Computer Networks, Internet programming, Business Communications, Entrepreneurship, etc.

## PERSONAL SKILLS

### Mother tongue(s)

Bulgarian

### Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	B2	B2	B2

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user  
Common European Framework of Reference for Languages

### Communication skills

- Good communication skills Ability to work efficiently in a team and to perform various team roles and functions.

### Organisational / managerial skills

- Experience in organizing seminars, trainings, working meetings and round tables.
- Experience in budgeting.

### Other skills

- Analytic skills for working with databases.
- Budgeting.
- Managing grant schemes.

### Computer skills

- Excellent knowledge and use of Microsoft Office™

## ADDITIONAL INFORMATION

### I. PROJECT WORK:

#### Projects

- **Project team member**, Project *ITFARM - IT for interconnection of social, economic and environmental aspects in agribusiness*, Erasmus+, KA220-ADU (January 2022 – July 2024).
- **Project team member**, *U-GREEN - University cooperation for promoting the GREEN transition and sustainable practices in education and training*, Erasmus+, KA2.
- **Researcher**, Project *Quality Soil as a Pathway to Healthy Food in the EU-FOODIE*, Erasmus + Programme – Jean Monnet Activities project #621119-EPP-I-2020-1\_Sk-EPPJMO-PROJECT
- **Participant**, National Research Program *Young scientists and postdoctoral students* of the Bulgarian Ministry of Education and Science, approved by DCM # 577/17.08.2018.

## Projects

- **Member of the scientific team**, National Research Program *Healthy Foods for a Strong Bio-Economy and Quality of Life*, approved by DCM # 577/ 17.08.2018, Component 4 "Bioeconomy, food systems and integrated regional development" (2018-2022).
- **Event planning expert**, Partnership agreement D03-18/07.02.2018 between Agricultural University-Plovdiv and Ministry of Education and Science of Bulgaria under the Project 785213 — FOOD 2030 FLAGSHIP, call and activity: H2020-IBA-SC2-PRESIDENCY-2017. *The Bulgarian Presidency Flagship Conference Research & Innovation for Food and Nutrition Security – Transforming our food systems (FOOD 2030 Conference in Plovdiv)*, organized by the Ministry of Education and Science of Bulgaria with co-funding from the European Commission, 14-15 June 2018.
- **Member of the scientific team**, *Innovative Models for Enhancing the Competitiveness of Agricultural Farms in Bulgaria Project (December 2017 - December 2019)*, Contract № DN 15/11, 18.12.2017, financed by the National Science Fund (NSF).
- **Mentor of Agroware team**, consisting of Agricultural University students, *Agro-entrepreneurs of the future Project (November 2016 - October 2017)*, implemented by the Junior Achievement Bulgaria Foundation (JA Bulgaria) in partnership with MEP Vladimir Urutchev. The aim of the project was to develop the entrepreneurial culture and skills of the students through the implementation of JA Bulgaria's program - JA Startup Program with agrarian orientation.
- **Franchise Financial Manager**, *Roma Income Generation and Integration Project – 3<sup>rd</sup> phase (December 2015 - October 08, 2017)*. The project was implemented by the Land Source of Income Foundation with the financial support of the Trust for Social Achievement Foundation.
- **Project Coordinator**, *Equal Chance: Access to High Education Project, 2014-2015 (August 2014 - June 2015)*, Annex № 1 to Framework Grant Agreement № 01001603/ August 12, 2014, implemented by the Land Source of Income Foundation with the financial support of the Trust for Social Achievement Foundation. The project is targeted at providing equal access to education to motivated high-school students who come from low-income families. The support covers travel expenses and textbooks necessary for their regular school attendance.
- **Franchise Financial Manager**, *Roma Income Generation and Integration Project – 2<sup>nd</sup> phase (December 2013 - November 2015)*. The project was realized by the Land - Source of Income Foundation. It is carried out with the financial support of the Trust for Social Achievement Foundation.
- **Financial Manager**, *High School Scholarship Program, 2013-2014 (September 2013 - June 2014)*, applied by the Land Source of Income Foundation in partnership and with the financial support of the Trust Social Achievement Foundation.
- **Financial Manager**, *High School Scholarship Program (September 2012 - June 2013)*, implemented by the Land Source of Income Foundation in partnership and with the financial support of America for Bulgaria Foundation.
- **Financial Manager**, *Roma Income Generation and Integration Project (May 2010 - October 2013)*, implemented by the Land Source of Income Foundation with the financial support of the America for Bulgaria Foundation. The project receives the special jury award in the *Innovation* category at the prestigious *CAP Communication Awards – 2013*, European Commission.

## II. PARTICIPATION IN PROJECT DEVELOPMENT:

- *Roma Income Generation and Integration Project – 3<sup>rd</sup> phase*
- *Roma Income Generation and Integration Project – 2<sup>nd</sup> phase*