

Curriculum Vitae

1. Family name: Kuznetsova

2. First name: Vira

3. Contact phone number: +38 098 407 88 35

4. E-mail address: vira_kuz@ukr.net

5. Date of birth: 02/01/1991

6. Nationality: Ukrainian

7. Civil status: Single

8. Education: Higher

09/2011 – Master’s Degree in International Economics with specialization in International

06/2012 Trade

Vadym Hetman Kyiv National Economic University (Kyiv, Ukraine)

09/2007 – Bachelor’s Degree in International Economics with the Knowledge of English

06/2011 Vadym Hetman Kyiv National Economic University (Kyiv, Ukraine)

9. Key competences:

- Coordinating implementation of international technical assistance projects/programmes from the side of beneficiaries (chambers of commerce and businesses);
- Engaging business support organisations (chambers of commerce and sectoral associations) and individual businesses in capacity-building, consulting, and networking activities;
- Consulting and training businesses on preparation to exporting to the EU and product compliance.

10. Present position: Senior Consultant, European Office, Department of International Cooperation, The Ukrainian Chamber of Commerce and Industry (Kyiv, Ukraine)

11. Professional experience

07/2013 – The Ukrainian Chamber of Commerce and Industry (Kyiv, Ukraine)

present

Main results:

- Implementation of the GIZ Grant-funded UCCI project “Building linkages for export success” as a coordinator of the project component implying training, consultancy, and B2G activities for businesses, chamber system consultants, and trainers;
- Establishment of cooperation and successful implementation of capacity-building projects with CBI (Centre for the Promotion of Imports from developing countries, NL), IPD (Import Promotion Desk, DE), GGF (Good Governance Fund, GB) in the chamber system;
- Implementation and delivery of the English-taught 14-day Certification Training Programme for Advisers on Exporting to the EU under the DCFTA as a UCCI’s professional training product;
- Establishment of networks of export and product compliance advisers and trainers in the chamber system;
- Implementation of product (technical) compliance services in the chamber system;
- Implementation of a helpdesk on exporting to the EU in the UCCI.

Main contributions:

- Coordination of the involvement of the national and regional chambers as beneficiaries in EU-Ukraine DCFTA-related international technical assistance projects/programmes funded by the UK, the Netherlands, Germany, and the EU;

- Preparation of applications for funding to international technical assistance projects related to EU-Ukraine DCFTA implementation;
- Coordination of cooperation among export and product compliance advisers and trainers in the chamber system;
- Coordination of product compliance services implementation in the chamber system;
- Provision of advice to Ukrainian businesses on exporting to the EU under the DCFTA;
- Delivery as trainer and co-trainer of trainings and masterclasses on exporting to the EU under the DCFTA for businesses, consultants, BSOs, and central authorities, incl. the 14-day Certification Training Programme for Export Advisers;
- Involvement of Ukrainian businesses into participation in international technical assistance projects, and assistance in establishing cooperation with European organisations;
- Assistance to Ukrainian businesses in bringing in European experts to help develop their competitiveness (representation of German SES - Senior Experten Service);
- Conducting company surveys for project monitoring and needs identification purposes;
- Organisation of big and small trade-related B2G, B2B, and training activities;
- Coordination of business committees and working groups (with participation of national, regional, and bilateral chambers and business associations, sector associations, central authorities, and businesses).

06/2012 – Import Department Specialist
10/2012 SC Avon Cosmetics Ukraine (Kyiv region, Ukraine)

Responsibilities:

- Checking shipping manifests;
- Preparing import and export documents;
- Preparing annexes to international commercial contracts.

12. Freelance jobs

11/2012 – English-Ukrainian Translator of Fiction and Non-Fiction

07/2018 Tempora Publishing House (Kyiv, Ukraine)

Results: 4 fiction and 2 non-fiction books of British authors translated (and published).

13. Volunteer experience

10/2011– Editorial and Guest Departments Volunteer
 11/2011 Molodist Kyiv International Film Festival (Kyiv, Ukraine)

09/2010 – Guest Department Volunteer
 11/2010 Molodist Kyiv International Film Festival (Kyiv, Ukraine)

14. Working languages: Ukrainian, English, Russian.

Language skills: on a scale of 1 to 5 (1 - excellent; 5 - basic)

Language	Reading	Speaking	Writing
Ukrainian	1	1	1
English	1	1	1
Russian	1	1	1
German	3	3	3

15. Other skills:

Computer literacy:

- Good command of office suite (MS Word, Excel, PowerPoint, Outlook, Open Office).

Communication skills:

- good skills of both horizontal and vertical communication within organization;
- good skills of communication with organization's clients and external partners;
- confident communication (oral and written) in the international business environment.

Organisational skills:

- good skills of conceptualizing, planning (incl. budgeting and scheduling), organising, coordinating, and administering educational, consulting, B2B, and B2G activities/projects.

Translation skills: English-Ukrainian-English written and oral translation.

16. Interests

- Designing and engaging in effective learning experiences (incl. coaching and mentoring);
- Building meaningful professional and personal relationships;
- Copywriting;
- Translation of fiction;
- Culture (literature, music, theatre, movies);
- Sports (fitness, somatics, swimming).

17. References

Ralf Lowack

Adviser

Utilization and Implementation of the Association Agreement EU-Ukraine in Trade

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Mob.: +38 050 355 7900

E-Mail: ralf.lowack@giz.de

Website: www.giz.de

Mark Hellyer

Team Leader, EU4Business Facility

Director, CTA Economic & Export Analysts Ltd

UK Cell: +44 7703 345694

Ukraine Cell: +38 093 918 9557

E-Mail: mark.hellyer@ctaeconomic.com

LinkedIn: <https://www.linkedin.com/in/mark-hellyer-a0234b72/>

Website: www.ctaeconomic.com

Reinoud Nuijten

Agricultural Counsellor

Embassy of the Kingdom of the Netherlands in Ukraine

Mob: +38 050 447 85 87

E-mail: reinoud.nuijten@minbuza.nl

LinkedIn: <https://www.linkedin.com/in/rnuijten/>

Annex 1

International projects-related experience

Institution [Date from - Date to]	Description
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [08/2020 – 01/2021]	Grant “Supporting SMEs in Compliance with Production of Personal Protective Equipment (PPE)”, implemented by CTA Economic and Export Analysts Ltd. and funded by the British Embassy in Ukraine. <i>Capacity: Coordinator from the side of chambers of commerce and industry as beneficiaries.</i>
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [10/2019 – 03/2020]	UCCI project “Building linkages for export success” supported by GIZ Grant under the programme “Supportive Framework for Trade in Ukraine” <i>Capacities:</i> - <i>Coordinator of project component implying trainings in product (technical) compliance for businesses and CCI system experts, Trainer Excellence School, consultancies for businesses in product (technical) compliance, and B2G activities;</i> - <i>Consultant to businesses on product (technical) compliance.</i>
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [04/2019 – 03/2020]	GGF UA79: SME Product Compliance under DCFTA <i>Capacities:</i> - <i>Compliance adviser to businesses;</i> - <i>Coachee;</i> - <i>Coordinator from the side of the Ukrainian CCI as national coordinator.</i>
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [02/2019 - present]	SES - Senior Experten Service (Germany) <i>Capacity: Representative</i>
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [12/2018], [01/2019], [03/2019]	Training “Informing Business on Complying with EU and Ukraine’s Quality Infrastructure System” in the framework of FORBIZ and EU4Business projects <i>Capacities:</i> - <i>Trainee;</i> - <i>Coordinator and administrator from the side of the Ukrainian CCI as an organization and marketing service provider.</i>
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [10/2018 – 01/2019]	The UCCI & CTA Certification Training Programme for Advisers on Exporting to the EU in the framework of “Promotion of a Supportive Framework for Trade in Ukraine” Programme implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) <i>Capacities:</i> - <i>Trainer;</i> - <i>Coordinator and administrator from the side of the Ukrainian CCI as a training service provider</i>
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [08/2018 – present]	German Import Promotion Desk (IPD) project in Ukraine <i>Capacity: Coordinator and administrator from the side of the Ukrainian CCI as a partner organization in Ukraine</i>

<p>The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [09/2018]</p>	<p>Training for export advisers in the chambers of commerce and industry “ITC Market Analysis Tools” in the framework of ITC project "Linking Ukrainian SMEs in the Fruits and Vegetables Sector to Global and Domestic Markets and Value Chains"</p> <p><i>Capacities:</i></p> <ul style="list-style-type: none"> - <i>Coordinator and administrator from the side of the Ukrainian CCI as an organizer;</i> - <i>Trainee.</i>
<p>The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [04/2017 – 06/2018]</p>	<p>The Dutch-funded Export Support Programme for Ukrainian Clothing and Footwear Producers, implemented by CBI</p> <p><i>Capacities:</i></p> <ul style="list-style-type: none"> - <i>Export adviser (companies’ export marketing strategies and plans development);</i> - <i>Coordinator and administrator from the side of chambers of commerce and industry (coordination of the chamber system experts’ participation as export advisers in the programme) and selected companies.</i>
<p>The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [03/2018]</p>	<p>Business consultations with key sectors in the framework of the promotion of Industrial Dialogue B2G in the framework of Support for the Implementation of the EU-Ukraine Association Agreement (Association4U) project</p> <p><i>Capacity: Organizer at the Ukrainian CCI</i></p>
<p>The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [03/2017]</p>	<p>Training “Trade in goods regulation aspects under Ukraine-EU DCFTA” for Better Regulation Delivery Office (BRDO) and State Regulatory Service of Ukraine teams of experts in the frameworks of EU4Business and FORBIZ projects (EU SURE)</p> <p><i>Capacity: Trainer</i></p>
<p>The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [08/2015 - 02/2016]</p>	<p>Developing the Capacity of Business Support Organisations in Ukraine to Help Business Export to the EU under the DCFTA (Netherlands Embassy in Kyiv), implemented by CTA Economic and Export Analysts Ltd (UK)</p> <p><i>Capacities:</i></p> <ul style="list-style-type: none"> - <i>Coordinator and administrator from the side of chambers of commerce and industry as project beneficiaries;</i> - <i>Trainee in the Certification Training Programme for Advisers on Exporting to the EU under the DCFTA.</i>
<p>The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [08/2015 - 03/2016]</p>	<p>Building Capacity for More Effective Communication to Business in Ukraine on the Benefits of the Association Agreement and DCFTA with the European Union (British Embassy, Kyiv), implemented by CTA Economic and Export Analysts Ltd (UK)</p> <p><i>Capacities:</i></p> <ul style="list-style-type: none"> - <i>Coordinator and administrator from the side of chambers of commerce and industry as project beneficiaries;</i> - <i>Trainee in the Certification Training Programme for Advisers on Exporting to the EU under the DCFTA.</i>

Annex 2
Education and training

On-the-job education and training:

Institution [Date from - Date to]	Description
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [03/2020]	Workshop/Training for Advisers “How To Prove Product Compliance with the EU Technical Requirements” in the framework of the UCCI project “Building Linkages for Export Success” supported by GIZ programme “Supportive Framework for Trade in Ukraine”
SES - Senior Experten Service Bonn, Germany [11/2019]	Workshop for SES Representatives
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [07/2019]	Training “Intercultural Business Communication Tools” in the framework of the German-Ukrainian Partnership Project of Chambers and Commerce and Industry KVP Ukraine
IPD – Import Promotion Desk Bonn, Germany [06/2019]	Workshop for Business Support Organisations on Planning and Realizing a Country Pavilion
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [05/2019]	Training on Selling and Delivering Compliance Services in the framework of GGF UA79: SME Product Compliance under DCFTA
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [12/2018]	Train the Trainers Training “Informing Business on Complying with EU and Ukraine’s Quality Infrastructure System” in the framework of FORBIZ and EU4Business projects
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [09/2018]	Training for export advisers “ITC Market Analysis Tools” in the framework of ITC project "Linking Ukrainian SMEs in the Fruits and Vegetables Sector to Global and Domestic Markets and Value Chains"
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [07/2018]	Training for Export Advisers “EU Market Trends and Opportunities for Ukrainian Furniture Producers” in the framework of the German-Ukrainian Partnership Project of Chambers and Commerce and Industry KVP Ukraine
Kyiv Chamber of Commerce and Industry [10/2017 - 02/2018]	Business Trainers Professional Development Course "Trainer Mastery School" in the framework of the German-Ukrainian Partnership Project of Chambers and Commerce and Industry KVP Ukraine
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [11/2017]	Training for Export Advisers “Exporting Food and Agricultural Products to the EU” in the framework of the German-Ukrainian Partnership Project of Chambers and Commerce and Industry KVP Ukraine

The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [11/2017]	Training for Export Advisers “How to Increase the Efficiency of Trade Fairs in Export Marketing?”
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [09/2017]	Training Adviser Course “EU Market Trends and Opportunities for Ukrainian Footwear Producers” in the framework of the Dutch-funded Export Support Programme for Ukrainian Clothing and Footwear Producers
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [09/2017]	Training Trainer Workshop “Preparing Marketing Copy in English” in the framework of the German-Ukrainian Partnership Project of Chambers and Commerce and Industry KVP Ukraine
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [09/2017]	Training Adviser Course “Preparing Marketing Copy in English” in the framework of the German-Ukrainian Partnership Project of Chambers and Commerce and Industry KVP Ukraine
Kyiv Chamber of Commerce and Industry [07/2017]	Training “Event Management” in the framework of the German-Ukrainian Partnership Project of Chambers and Commerce and Industry KVP Ukraine
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [07/2017]	Training Adviser Course “EU Market Trends and Opportunities for Ukrainian Clothing Producers” in the framework of the Dutch-funded Export Support Programme for Ukrainian Clothing and Footwear Producers
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [11/2016]	Training Course in Technical Regulation of Industrial Products and CE Marking in the framework of Partnership Project between DIHK, Ukrainian CCI and regional CCIs
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [01/2016 - 05/2016]	<p>Training of Trainers Course in training individuals in the Certification Programme for Training Advisers on Exporting to the EU in the framework of the Dutch-funded project “Developing the Capacity of Business Support Organisations in Ukraine to Help Business Export to the EU under the DCFTA” and the UK-funded project “Building Capacity for More Effective Communication to Business in Ukraine on the Benefits of the Association Agreement and DCFTA with the European Union”, implemented by CTA Economic and Export Analysts Ltd (UK)</p> <ul style="list-style-type: none"> - Training How to Export to the EU - Training Understanding EU Regulatory Requirements - Training How to Undertake Export Market Research - Training Export Marketing Strategies
The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [09/2015 - 12/2015]	Certification Training Programme for Advisers on Exporting to the EU under DCFTA in the frameworks of the Dutch-funded project “Developing the Capacity of Business Support Organisations in Ukraine to Help Business Export to the EU under the DCFTA” and the UK-funded project “Building Capacity for More Effective Communication to Business in Ukraine on the Benefits of the

	<p>Association Agreement and DCFTA with the European Union”, implemented by CTA Economic and Export Analysts Ltd (UK)</p> <ul style="list-style-type: none"> - How to Export to the EU - Understanding EU Regulatory Requirements - How to Undertake Export Market Research - Export Marketing Strategies
<p>Academy of Diplomacy of Ukraine Kyiv, Ukraine [09/2015]</p>	<p>Seminar “Export of foodstuffs and textile products to Sweden”</p>
<p>The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [11/2015]</p>	<p>Seminar “Scope of the Association Agreement and its impact on business. Exporting to the EU under DCFTA”</p>
<p>The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [05/2014]</p>	<p>Seminar “Supply of agricultural products to EU countries under autonomous trade preferences treatment”</p>
<p>The Ukrainian Chamber of Commerce and Industry Kyiv, Ukraine [04/2014]</p>	<p>Seminar “Supply of goods to EU countries under autonomous trade preferences treatment”</p>

Additional education and training:

Institution [Date from - Date to]	Description
<p>LABA Educational Platform Kyiv, Ukraine [04/2016-05/2016]</p>	<ul style="list-style-type: none"> - Emotional Intelligence - Networking - Public Speaking
<p>Vienna University of Economics and Business Vienna, Austria [07/2009]</p>	<p>20th International Summer University</p> <ul style="list-style-type: none"> - Human Resource Management - Intercultural Marketing
<p>The Association of Customs Brokers of Ukraine Kyiv, Ukraine [02/2012 - 03/2012]</p>	<p>Courses for Customs Brokers and Declarants</p>
<p>PRESA State Enterprise for Periodicals’ Distribution [01/2012 – 05/2012]</p>	<p>Internship, Declaration Department</p>