

Location	International Organization	Date	Position	Description
Balkan Wine countries				
Balkan Wine countries (Serbia, Macedonia, Montenegro, Kosovo, Albania, BiH)	FAO-UN / EBRD	06/2022 to 07/2023	Wine Marketing Expert	In charge of elaborating a Wine Marketing Strategy for the Balkan Wine Regions
Albania	World Bank	7/2000 to 8/2000	Wine and Marketing Expert	In charge of establishing a framework of action to restructure the grape, wine and brandy production industry.
Bosnia and Herzegovina	FAO-UN/World Bank	1996	Wine prod & Marketing Expert	Team leader on a FAO/World Bank assignment in Bosnia and Herzegovina (1996)
North Macedonia	EBRD/ASB	27/04/2021 12/22/12/2019 1-4/10/2018 24-26/06/2018 16-19/04/2018	Wine technical adviser and wine marketing	Assist Tikves Winery to enhance its export capability and capacity by: - Providing export market data and intelligence that identifies specific market and product opportunities; - Developing a well defined sales and marketing strategy for building sustainable exports and distribution on developed markets, such as the UK market.
	EBRD/FAO-UN	8/11/2013 to 31/01/2014	International GI Wine Expert	Legislative and marketing assistance in establishing Vadar Valley as a PGI
	EBRD	28/2 to 2/3/2013 14-18/4/2013 8-10/7/2013	Marketing Expert	Training on International Marketing for Local Wine Makers
	FAO-UN/EBRD	6-15/12/2009	GI Wine Expert	Technical Assistance Mission in quality improvement in renovation and restructuring of the sector. Review of the current wine law.
	FAO-UN/EBRD	02-13/05/2011 24-27/7/2011 4-10/12/2011	GI Wine Expert	Marketing and technical assistance project to support the development of GIs in Macedonia's wine sector
Serbia	EBRD/EGP	18-21/11/2015	Wine Expert	EBRD-EGP. Sector Development activity – Supporting the Serbian Wine Industry. Wine Marketing Training on “Increase Competitiveness of the Serbian Wine Industry With Focus on PGI and Export Promotion”
Kosovo	EBRD	25-26/06/2012 16-20/01/2012 20-26/9/2011 14-26/9/2010	Wine expert	Marketing and technical due Diligence on HAXHIJHA Co. Bodrumi i Vjeter
Moldova	EBRD/ASB	20-23/12/2015 4-7/11/2015 19-20/9/2015 4-7/8/2015 24-28/5/2015 24-28/5/2015 20-23/4/2015 23-27/02/2015 8-12/12/2014 29/9-3/10/2014 8-12/9/2014 30/6-4/7/2014 7-11/4/2014	Wine technical adviser and wine marketing	For Fautor, identify strengths and weaknesses of the entire process of winemaking, Increase quality and quantity of grapes Diversify export markets to gain new customers; Enable management to meet counterparts in France or in Italy to better understand challenges/trends in winemaking
	EBRD-EGP	3-10/10/2016	Wine technical expert	Assistance to a Business Matching Visit for a Moldovan company visiting France for reviewing technology used for waste grape processing and meet experts in grape seeds chemistry
	EIB “Filière du Vin” PIU - GFA Group	9-18/11/2015 7-8/9/2015	Wine and Viticulture Expert	Cost efficiency on wine and viticulture consultant. Benchmarking exercise
	EIB “Filière du Vin” PIU - GFA Group	17-20/05/2016	Wine Expert	Study tour in Bordeaux region for European Investment Bank PIU Filière du Vin experts on “best practices and exchange of know-how on wine making and viticulture”
	EIB “Filière du Vin” PIU - GFA Group	14-29/03/2016	Wine Expert	Cost efficiency on Viticulture. Benchmarking exercise
	EIB “Filière du Vin” PIU - GFA Group	13-17/6/2016	Wine Expert	Training on “Understanding the different possible steps to elaborate quality wines - Ways, means, cost and profitability”
	EIB “Filière du Vin” PIU - GFA Group	26/11 - 5/12/2015	Wine Expert	Training on “Understanding the different possible steps to elaborate quality wines - Ways, means, cost and profitability”
	EBRD	1997	Wine prod & Marketing Expert	Team leader on Short Term Consultancy Services provided for the Moldova Wine Export Promotion Project (1997).
Caucasus Wine Countries				
Georgia	EBRD/ASB	11-14/06/2019 18-22/3/2019 2-6/12/2018 9-16/9/2018 28/7-03/08/2018 26-30/03/2018 28/11-02/12/2017	Wine technical adviser and wine marketing	For Alaverdi Ltd, identify strengths and weaknesses of the entire process of winemaking, Increase quality and quantity of grapes Diversify export markets to gain new customers; Enable management to meet counterparts in France or in Italy to better understand challenges/trends in winemaking
	FAO/EU/EBRD	27/01-02/03/2013 13-23/12/2012	Wine Expert	Assessment of the feasibility of establishing/promoting a wine cooperative system in Georgia and its possible benefits for small-scale grape-growers, wineries and the overall economy of the sector
	Min. of Agriculture. FAO-UN / EBRD	02/2005-09/2005	Technical and Marketing GI Wine Expert	Protection of Georgian Wine Appellations. - Updating of technical standards to International Level - Updating current set of Laws - Support to legal cases - Study tour in Italy
Armenia	CARD Foundation	7-11/03/2022	International Wine Marketing Expert	Seminars on “Wine Appreciation” and “Malolactic Fermentation”. Consulting services for Armenian wineries
	World Bank	12/1998, 8/2000 to 2/2001	Wine Marketing Expert	Rehabilitation of the Vine and Wine sector Action Plan to restructure the market of grape. Report on updating legislations and development of the local wine and brandy market.
	USDA-MAP	juin-01	Wine Marketing Expert	In charge of assisting local wine and brandy producers in the Project “World Wine Context and Quality Requirements to Meet International Competition”
	USDA-MAP	08/11/2001 to 12/06/2002	Winemaking Expert	Assistance to local wine producers in quality improvement. Organization and trainer on 3 seminars: “Wine Tasting”, “Harvest Determination”, and “Use of SO2”
	CARD	4 to 7/11/2007	Training Seminar	Speaker and Trainer at the Wine Appreciation Course for Hospitality Sector Representatives, Wine Producers and Retailers.
Azerbaijan	EBRD/ASB	8-12/7/2018 16-21/9/2018 3/3 to 6/4/1995	Wine technical adviser and wine marketing	Analysis of Absheron Sharab winery in identifying strengths and weaknesses of the entire process of winemaking, Increase quality and quantity of grapes
	EC-TACIS	3/3 to 6/4/1995	Wine Production	Technical assistance in Azerbaijan under an EC- TACIS Program (1995)
EU Wine Countries				
Greece	EBRD	24/06/2020	International Wine Marketing Expert	Webinar on: “Greek wine sector and the challenges it faces during the Covid-19”
Bulgaria	FAO/EBRD	oct-98	Wine and Marketing Expert	Identification of technical and political constraints that could prevent foreign investors to invest in the Bulgarian wine sector. Recommendations to speed up structural reforms, incorporate the interest of all actors in the new Wine Law, promote the involvement of wineries at vineyards levels and launch a pilot project to encourage grape producers to invest in new vineyards.
Portugal	ViniPortugal	nov-14	Wine Expert	Marketing Training on “Collective brands and Private Brands – How AOP and PGI could add value to Portuguese wines?” (given on 24/11/2014)
Eastern Europe Wine Countries				
Ukraine	EU - DMI/GFA	17-24/06/2018 09-16/12/2017 17-25/10/2017 19/02-02/03/2017	International Wine GIs Marketing expert	Short term Marketing activities for rebranding, market research, promotion and consultancy activities for sensitive products in wine (grapevine products) and aromatised wine products, as well as in the spirit drinks sector
	EU - Italtrend	12/02-01/03/2012 12-23/12/2011	International Wine GIs Marketing expert	Marketing consultant on implementation of a GI system in Ukraine wine sector
Uzbekistan	World Bank	02/2003 and 04/2003	Wine prod. & Marketing Expert	TA to the Wine and Spirits Department of the MoA in structural reforms and marketing reorganization of the Uzplodovoshvinprom – Holding. Preparations of ToRs.
South America				
Uruguay	IADB	févr-98	Wine prod. & Marketing Expert	Elaboration, together with the local producers and the National Wine Institute, of a Wine Export Marketing Plan, to develop the commercial image and the exports of wines from Uruguay.