



# Sasho Dimitrijoski

Telecommunications Expert

██████████, Nationality: ██████████, Marital Status: ██████████

## PROFESSIONAL EXPERIENCE:

More than two decades of professional experience in telecommunications infrastructure and electronic communications, dedicated to fostering growth and innovation within the telecommunications sector in Macedonia. Active participation in shaping the EU digital agenda and the digital market. A distinctive combination of strategic knowledge in EU telecommunications policies, leading strategic transformation through the incorporation of cutting-edge technologies, navigating intricate regulatory landscapes, and formulating business models to foster sustainable growth.

Successful participation in both national and international regulatory frameworks via BEREC and ICANN, showcasing ability to shape the determinants governing the telecom sector. Ready to leverage extensive regulatory insight and technical proficiency to enhance commercial opportunities, streamline operations, and deliver exceptional value in the telecommunications sector.

## EDUCATION:

Institution	from	to	Degree
New Bulgarian University, Sofia	01.10.2001	17.04.2003	Master in Telecommunication Systems and Technologies
New Bulgarian University, Sofia	01.10.1997	17.06.2001	BSc in Telecommunications Engineering
University "St. Cyril and Methodius", Skopje	01.10.1988	29.09.1997	Electrical engineer

## LANGUAGES:

Language	Reading	Speaking	Writing
English	C1	C1	C1
Bulgarian	C1	C1	C1
French	A2	A2	A2
Serbian	C1	C1	C1
Croatian	C2	C2	C2

## MEMBERSHIP IN PROFESSIONAL INTERNATIONAL ORGANIZATIONS AND BODIES:

- Member, International Telecommunication Union (ITU),
- Member/Vice-Chair, Body of European Regulators for Electronic Communications (BEREC),
- Member, GEANT Association,
- Executive Committee Member, South Eastern European Dialogue on Internet Governance (SEEDIG),
- Member, Internet Governance Forum (IGF),
- Member, Country Code Names Supporting Organization, ICANN (ccNSO),
- Member, European Internet Exchange Association (EuroIX),
- Government Representative, ICANN Governmental Advisory Committee (GAC),
- Member, European Internet Registry (RIPE)

## PROFESSIONAL EXPERIENCE

Date	Company - Institution	Position	Description
2021-present	Gran Fondo	Founder	<p><b>Founder of Gran Fondo</b>, a company that delivers innovative solutions and services for timing and management of sporting events. We provide a comprehensive suite of solutions for event timing, registration and results management tailored for sports organizations, event coordinators and athletes.</p> <p><b>Key achievements:</b></p> <ul style="list-style-type: none"> <li>• We have successfully introduced Gran Fondo, positioning the company as the premier provider of timing solutions for sporting events in the area.</li> <li>• We have incorporated cutting-edge technologies to facilitate real-time event timing, enhancing both accuracy and efficiency.</li> <li>• We have developed a robust client portfolio within the sports industry, encompassing notable local and international events.</li> </ul>
02.02.2016 - 01.02.2021	Agency for Electronic Communications, Macedonia	Director	<p><b>The Director of the Agency for Electronic Communications leads</b> the national regulatory body, focusing on the development and implementation of telecommunications regulations that align with EU standards. Played a pivotal role in shaping spectrum management, market regulation and the deployment of 5G, while ensuring compliance with EU telecommunications directives. Representative of Macedonia in the Body of European Regulators for Electronic Communications (BEREC), engaged in key European telecommunications regulations and the harmonization of national regulations with the EU-wide framework.</p> <p><b>Key responsibilities:</b></p> <ul style="list-style-type: none"> <li>• Overseeing the preparation of telecommunications regulation and policy development in line with the objectives of the EU Digital Single Market and the EU Telecom Directives.</li> <li>• Managing national spectrum allocation, licensing and compliance, with an emphasis on conducting efficient spectrum auctions for the expansion of 5G and broadband services.</li> <li>• Monitoring regulatory compliance in the telecommunications market, emphasizing access, net neutrality, consumer protection and competition policies.</li> <li>• <b>Representative of Macedonia in BEREC</b>, participating in the development of EU-level regulatory frameworks concerning market access, spectrum harmonization, net neutrality, and cross-border telecommunications regulation.</li> </ul>

			<p><b>Key achievements:</b></p> <ul style="list-style-type: none"> <li>• Vice-Chair of BEREC, playing a significant role in shaping the EU telecommunications regulatory framework, including market competition, spectrum management and consumer protection.</li> <li>• Overseeing national efforts to align Macedonian telecommunications regulations with EU guidelines, advancing the deployment of 5G and ensuring fair market access.</li> <li>• Leading the development of consumer protection regulations, ensuring transparency and fairness for users of telecommunications services.</li> </ul>
19.03.2011 - 01.02.2016	Macedonian Academic and Research Network (MARnet)	Director	<p><b>Managing the national academic research network</b>, while ensuring compliance with global telecommunications regulations and overseeing the .mk country code top-level domain (ccTLD). A pivotal role in the establishment of Matrix, the Macedonian Internet Exchange Point, which greatly enhanced Macedonia's Internet infrastructure and network connectivity.</p> <p>Project management expertise in the realm of electronic communications</p> <p><b>Integrating the GEANT</b> (Gigabit European Academic Network), GEANT 3, GEANT 3+ and GEANT 4 projects, improving Macedonia's research network by upgrading infrastructure, implementing policies, and fostering collaboration with European National Research and Education Networks (NRENs). High-speed connectivity and robust network resilience, facilitating national research and academic institutions in accessing global resources and improving interconnectivity within the European research and education ecosystem.</p>
20.08.2009 - 18.03.2011	Ministry of Information Society and Administration of Macedonia	State Advisor	<p>Advisor to the Government on Telecommunications Policy, focusing on EU integration and harmonization of national regulations with EU telecommunications directives.</p> <p>Project management expertise in the realm of electronic communications: Team leader of the FP7 SEERA_EI project, with the Ministry serving as a key partner in the project. The project focused on developing a cohesive e-infrastructure framework across South East Europe, with the goal of bolstering regional research cooperation and digital innovation.</p> <p>Key achievements: Developed a regulatory framework pertaining to digital infrastructure and electronic communications.</p> <ul style="list-style-type: none"> <li>• A crucial role in shaping national telecommunications policies, establishing the groundwork for digital transformation and the growth of broadband</li> <li>• Development of national telecommunications regulations in line with EU integration.</li> </ul>

2006 - 2010	T-Mobile Macedonia	Member of the Board of Directors	<p><b>Member of the Board of Directors</b>, actively participating in the strategic oversight and management of T-Mobile Macedonia. Key role in shaping corporate strategy, approving annual budgets and setting operational policies to support organizational goals and market competitiveness.</p> <p>Main focus on driving innovation in telecommunications services, improving customer experience and ensuring sustainable growth. Involved in high-level decision-making processes related to risk management, regulatory compliance and stakeholder relations. Commitment to strengthening the company's capabilities and position (including providing relevant training) within the industry and maintaining corporate integrity.</p>
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## ADDITIONAL ACTIVITIES

Date	Institution	Position	Description
2010 - 2024	Cycling Federation of Macedonia	President	<p>Main focus: positioning Macedonia on the map of the world cycling elite.</p> <p><b>Coordinating national events:</b> National championships across multiple disciplines including road cycling, cyclo-cross, mountain biking, and downhill, featuring national rankings.</p> <p><b>Athlete development:</b> During this time, Macedonian cyclists achieved notable successes in both national and international competitions.</p> <p><b>Growth in cycling participation and infrastructure:</b> There has been an increase in cycling, particularly in urban areas, across all cities in Macedonia. Activism and the coordination of cycling events have effectively aided in the enhancement and expansion of cycling infrastructure during the first half of the decade. Although recent advancements may be slower compared to other European cities, Macedonia remains a leader in the Balkans.</p>
2016-2021	Balkan Cycling Union		<ul style="list-style-type: none"> <li>• <b>Organization of Balkan Championships:</b> BCU coordinated the development of cycling in 12 member states of the union, as well as the organization of Balkan Championships in all sports disciplines and categories in following countries: <ul style="list-style-type: none"> <li>o <b>Road Championships (Men's Elite):</b> Hosted by Albania (2016), Bosnia and Herzegovina (2017, 2019), Serbia (2018).</li> <li>o <b>Junior Road Championships:</b> Hosted by Turkey (2016), Macedonia (2018), Bosnia and Herzegovina (2019).</li> <li>o <b>MTB Championships:</b> Hosted by Montenegro (2016).</li> <li>o <b>Track Championships:</b> Hosted by Greece (2016).</li> <li>o <b>Track Championships:</b> Hosted by Greece (2016).</li> <li>o <b>Road Championships (Women's):</b> Hosted by Macedonia (2018), Bosnia and Herzegovina (2019).</li> <li>o <b>Road Championships (Masters):</b> Hosted by Bosnia and Herzegovina (2019).</li> </ul> </li> </ul>