

Goran Trajanovski

Experience

Assistant Minister For Information Technology and Telecommunications

Ministry of Interior of Republic of Macedonia, September 2016–December 2016

Improvement and optimisation of ICT within the Ministry of Interior.

Skopje, Macedonia

May 2017–Present

State Adviser For Information Technology and Telecommunications

Ministry of Interior of Republic of Macedonia, November 2015–September 2016

Improvement and optimisation of ICT within the Ministry of Interior.

Skopje, Macedonia

January 2017–April 2017

Start Up Founder

IP Home & Office

Detailed achievements:

- Development of Internet of Things platform (applications and web services)
- Hardware Design and Implementation of Smart Home Systems for efficient operation of the electrical infrastructure in homes and offices
- Design and Implementation of Business to Business IOT solutions
- IP Home & Office was ranked 4th by the number of votes in the second International Business Wall of Fame contest organised by Deutsche Telekom

Skopje, Macedonia

January 2014–November 2015

Project Manager of FTTH Project

Makedonski Telekom AD Skopje (MT)

Efficient management of the processes inside and outside of the company, at optimum cost and time, in order to implement network infrastructure renovations and strategic network investments, such as the Fiber To The Home network, in accordance with international telecommunication and construction standards and relevant laws and by-laws in Macedonia.

Skopje, Macedonia

2009–2013

Project Manager of REPP i.e. Real Estate Property Project

Makedonski Telekom AD Skopje (MT)

Responsibilities:

- Managing the legal separation of the joint properties with Makedonski Poshti AD (Macedonian Posts AD)
- Obtaining the missing property ownership documents for all MT real estates with involvement of external companies, selected upon current procurement procedures
- Buying/renting land according to the Law on privatisation
- Continuous optimisation and rationalisation of the Real Estate portfolio by identifying assets for sale
- Legalisation of the MT Real Estates

Skopje, Macedonia

2008–2009

Outsourcing Project Manager

Makedonski Telekom AD Skopje (MT)

Responsibilities as Outsourcing Manager:

- Outsourcing of Certain Legal Activities
- Outsourcing of Directory Assistance
- Outsourcing of Power Supply Activities
- Outsourcing of Warehouse and Distribution Activities

Skopje, Macedonia

2007

CHR&LD - Chief HR and Legal Director

Makedonski Telekom AD Skopje (MT)

Responsibilities and achievements:

- Facilitation (workshops, team buildings etc.)
- Increased control on the budget, actions and solutions for cost saving
- Trainee program
- IT Support System for Performance Appraisal
- Customer Satisfaction Survey
- Talent & Career management
- Action Plan based on the Employee Satisfaction Survey results
- Rotation Program
- New Collective Agreement
- New methodology for selection

Skopje, Macedonia

2006

Director of Logistic Directorate **Skopje, Macedonia**
Makedonski Telekom AD Skopje (MT) *2005–2006*

Responsibilities:

- Operation improvement – Centralisation of activities
- Space Optimisation – First 4 BC for optimisation
- EFD Project – Signed tables of MT RE portfolio
- Headcount – Managing the final stage of the process inside the Directorate.
- Others – CAPEX projects were realised on time, effectively and efficiently

Program Manager of Road to Success (R2S) – Change Management Program **Skopje, Macedonia**
Makedonski Telekom AD Skopje (MT) *2003–2004*

Responsible for reorganisation of Makedonski Telekom AD. Program consisted of 3 strategic and 5 functional projects. Important Deliverable: Line/employee: 73% increasing; Revenue/employee: 43% increasing
Number of org. units: Before R2S 257; After R2S 131; Leaders: Before R2S 328; After R2S 142

Head of Repairing and Assembling Department **Skopje, Macedonia**
Makedonski Telekom AD Skopje (MT) *2001–2003*

The number of repairs increased to 1600 per year by taking of more units and boards for repairing. The LAN group for installation of Local Area Networks was formed, which facilitated the start of LAN networks deployment.

Head of Repairing Unit **Skopje, Macedonia**
Makedonski Telekom AD Skopje (MT) *1999–2001*

The number of the repairs of telecommunication equipment was increased for 1000 repairs per year and also the models of units that are repairing (like PCM Sub. units, ISDN NT, etc.) were increased significantly.

Associate Engineer **Skopje, Macedonia**
Makedonski Telekom AD Skopje (MT) *1997–1999*

Telecommunication centre for installation and service - from that moment this unit started with repairing, because until then all fault boards and units of telecommunication equipment were only collected and sent for repairing. This unit starts with repairs of Power supply units, Transmission units, subscriber boards of Alcatel etc.

Founder and CEO **Kumanovo, Macedonia**
GTT Eltekom *1989–1997*

Designing and installation of shared TV antenna system for cable TV distribution, export - import of PC and PC equipment from Austin, Texas-USA, export-import of electronic components from Neat Technology- Singapore, cooperation with El-Nis, SR Yugoslavia for all TV equipment.

Projects

PC for every child *2007–2008*
Makedonski Telekom

Project member responsible for successful implementation of the project. The Government of the Republic of Macedonia, in order to increase the efficiency of the educational process, implemented the project "A Computer for every child"

FTTH (Fiber To The Home) *2009–2013*
Makedonski Telekom

Implementing network infrastructure renovations and strategic network investments, such as the Fiber To The Home network, in accordance with international telecommunication and construction standards and relevant laws and by-laws in Macedonia Responsible for obtaining:

- easement rights for the existing and planned telecommunications network land corridors;
- construction permits for the FTTH network, and/or consents for reconstruction of the existing network, by preparation, harmonisation and signing of contracts with the municipalities;
- tenant councils consents for implementing indoor FTTH network;
- information for quick and low cost areas for implementation of FTTH, by preparation of detailed infrastructure development and reconstruction plans of the municipalities;
- information and collect consents if necessary for new business and residence centres, by building strategic relations and collecting data from business community;

Education & Trainings

Technical University Gabrovo **Gabrovo, Bulgaria**
Master of Science – Industrial Management *April 2006*

ETF, "Ss Cyril and Methodius" University*Bachelor of Electronics Engineering and Telecommunications*

Skopje, Republic of Macedonia

G.A.W. Associates Limited*PRINCE2 - Project Management Method*

Skopje, Republic of Macedonia

*April 2002***Alcatel***CDR CSNHD*

Eu, France

*June 1997***MATAV***Advanced Project Management Training*

Balaton Training Centre, Hungary

*November 2003***Concordia***Advanced Leadership Training*

Republic of Macedonia

*2004***SEMOS***Finance Analyst*

Skopje, Republic of Macedonia

*February 2008***Ministry of Transport of R.M***Real Estate Cadaster*

Skopje, Republic of Macedonia

*2012***Ministry of Transport of R.M***Land Property Issues*

Skopje, Republic of Macedonia

*2010***Ministry of Transport of R.M***Underground Infrastructure Cadaster*

Skopje, Republic of Macedonia

*2013***Skills****Software Packages:** Microsoft Office, Microsoft Project, Microsoft Visio, Windows OS**Communication skills:** Verbal and written communication, paying special attention to interpersonal relationships which are to stimulate work objectives**Other:** Active member of Telecom Management Forum and IoT Forum**Leadership & organisational skills:** Process Management, Program Management, Project Management, Performance Management, Creating adequate work environment in order to achieve best outcome, mentoring, supporting and encouraging creativity and team members**Driving License:** A, B**Languages****English:** Full Professional Proficiency**Macedonian:** Native Proficiency**Serbian:** Full Professional Proficiency**Bulgarian:** Basic Communication Skills