

CURRICULUM VITAE

1. **Name and Surname:** Miloš Došen
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3. **Date of birth:** 03.12.1979.
4. **Contacts:** +38163680460 , dosenmilos@gmail.com
5. **Civil Status:** Single
6. **Education:**

Institution [Date from - Date to]	Degree(s) or Diploma(s) obtained:
Faculty of Economy, Megatrend University Belgrade (2000 – 2004)	BSc in Economics, specialized for EU economy and business

7. **Language skills:** Indicate competence on a scale of 1 to 5 (1 - excellent; 5 - basic)

Language	Reading	Speaking	Writing
English	1	1	1
French	3	3	3
Serbian, Croat	1	1	1

8. **Membership of professional bodies:** EIT Climate-KIC Climate Accelerator selection committee member 2021; **Lead Start-up Mentor** – StartIn Program for start-ups implemented by InCenter Start-up Hub Belgrade, 2019, 2020; **Global Entrepreneurship Network (GEN)** – Acting Managing Director **GEN Serbia**; **System Innovation Coach** - Global Network of Climate Coaches of EIT Climate KIC; Selection Committee Member for **Climate KIC RIS Accelerator 2019** in Serbia; Jury Member for **Climate LaunchPad international finals 2018 Edinburg**; **Member of Commission for allocation of investment subsidies to SMEs in the City of Belgrade**; City of Belgrade Secretariat for Economy
9. **Other relevant skills:** **Advanced computer user: MS Office**, Geographic Information Systems (**GIS**). CRM and ERP platforms, **PM and collaboration tools**; **Excellent writing, content creating and reporting skills. Policy development and policy papers writing skills. Policy analysis**; Driver's License
10. **Present position:**
 - **Director & Owner @ Tax Advisory and Accounting Company 'Došen' llc**
 - **Founder @ Tokamak Consulting Belgrade**
 - **Founding member @ Serbian Venture Network**

11. **Years within the firm:** **7 year @ Tokamak Consulting; 13 years @ Tax Advisory; 10 years @ Serbian Venture Network**

12. Key qualifications:

- a. Startup Mentor in fields of investment readiness, access to finance, equity investing, business models, storytelling and pitching, business development for multiple startup/entrepreneurship development projects and programs (Innovation Support Program for WB, EU4Tech Project, EIT Climate KIC RIS Accelerator, USAID Competitive Economy Project, World Bank Investment Readiness Program, Climate LaunchPad Competition, Belgrade Venture Forum, Junior Achievement, Startup Live)
- b. Coach, trainer, presenter, facilitator with 50+ trainings/workshops held, in fields of business model development, business development, investment readiness, access to finance, pitching and storytelling, business strategy and planning. 1500+ participants in last 7 years
- c. Start-up adviser and consultant on sources of investments, investment readiness and business models– matching startups and investors. Experienced coach, mentor, and adviser for 20+ startups since 2018.
- d. Organizing and delivering various educational programs for start-ups, entrepreneurs, youth, and potential entrepreneurs – ranging from one day presentations to complex forms of months long programs such as start-up academies – (last activity – advising on the overall curriculum and program design of StartIn Program – 2019, 2020)
- e. Extensive experience in Event Management with more than 60 mayor events (conferences and forums, fairs, brokerage events, workshops, capacity building seminars, trainings, round tables, delegations, etc.)
- f. Regular member of juries and other bodies assessing start-up business models and investment readiness
- g. Specialized for venture capital, angel investing and other forms of equity-based financing with extensive network of contacts within global and European investment communities

13. Specific experience in the region:

Country	Dates (from-to)	Country Dates (from-to)
Bosnia and Herzegovina	04/2016 – 05/2016	Starting the start-up training delivered for Innovation Centre Banja Luka
Croatia	12/2015	Pioneers of the Balkans – start-up mentor
Montenegro	04/2015-05/2015	Junior Achievement – Business Challenge Competition Mentor and lecturer
Hungary	03/2016 – 06/2016	Central European Start-up Awards – Ambassador, Promoter, Recruiter
Austria	2014, 2015, 2016	Pioneers Festival – leading delegation of Serbian start-ups
Northern Macedonia	03/2012 – 06/2012	Participation in organization of Balkan Venture Forum

14. Professional experience:

Dates (from-to)	Location	Company & reference person	Position	Description
Aug 2021 – Sept 2022	Serbia	Planet SA Branislav Savic b.savic@planet.gr	Investment Readiness and Access to Finance Expert and Trainer	<u>Innovation Support Program for Western Balkans</u> Developing and delivering the overall training program on Investment Readiness and Access to Finance, dedicated to startups and staff of the beneficiary organizations (business support organizations, business incubators, innovation hubs and science technology parks). Trainings span from group trainings for startups and staff to 1-on-1 consultations and customized advisory work with startup team members from 5 Western Balkan countries (Serbia, Kosovo, Bosnia, Montenegro, North Macedonia)
Jan 2020 – June 2022	Serbia	Young Innovators Serbia EIT Climate-KIC Kathy Jowitt kathy.jowitt@climate-kic.org	Project Manager	<u>Young Innovators Serbia Program</u> Young Innovators is profoundly transformative educational programme that empowers 12-18-year-old students to understand today's climate emergency while generating ideas for tomorrow's sustainable future. Programs is equipping young people with the skills to understand the complexity of societal issues entrenched in our current systems and how to change them. Organizing trainings and facilitating development and implementation of student ideas. 550 students, 150+ teachers, 60 schools in 2020 and 2021.
June 2019 – Dec 2019	Serbia	USAID Competitive Economy Project – Desing Ilc Belgrade Ana Popovic apopovic@desing.rs	Access 2 finance Investment Readiness Consultant	<u>Premium Food Design Hub</u> Advising and preparing 9 companies from Hub in delivering investor pitches and investor memorandums for major food exhibition and investment event in November
May 2017 - 2020	Serbia	EIT Climate-KIC Provdadis School of Management and Technology AG Isabel Airas Isabel.airas@pks.rs	Coordinator of Pioneers into Practice Program in Serbia	<u>EIT Climate-KIC Pioneers into Practice Program</u> Coordination of activities regarding implementation of Pioneers into Practice Program in Serbia. Organizing Promotional campaign, wetting and selection process and interviews of candidates. Coordination with international network of coaches and local organizations. Designing the training program. Organization and delivery of workshops/trainings, coaching and mentoring processes on Systemic thinking, System Innovation Process, Sustainable Business Models.
February 2017 – present	Serbia	Climate Innovation Hub Djordje Samardzija Djordje.samardzija@cih.rs	President of the Board, Facilitator and Mentor	Mentor for EIT RIS Accelerator - mentoring of startups in fields of climate change driven entrepreneurship and green economy (2019) Project Manager and Trainer for Ideation Workshops Project – 16 WS for 300+ university students. Trainer and Coach for Climate Launch Pad Workshops in Serbia 2017-2019. Mentoring, coaching and preparing Climate Launch Pad Competition participants. Leading overall program and business development effort in organization. Member of Selection Committee for RIS Accelerator Program and startup mentor.
May 2018 - 2019	Serbia	United Nations Development Program UNDP Serbian Chamber of Commerce	Coordinator and trainer for Ideation Workshops Activity	<u>Ideation Workshops in Field of green and circular economy</u> Design and coordination of overall activity. Goals of activity was to organize the series of ideation workshops dedicated to multidisciplinary groups of students from leading universities in Serbia, fostering the development of business ideas and sustainable business models in fields of green and circular economy. Total of 12 workshops with over 250 participants and 60+ ideas created. Coordinating and leading overall activity – program design, promo campaign, comms, community building, mentoring, coaching, workshop delivery.

Capacity Building for Technology Transfer for the Western Balkans - EU4Tech Project

February 2018 – June 2019	Serbia	<p>Ernst & Young Belgium & T3I</p> <p>Lisa Cowey l.cowey@t3i.co.uk</p>	<p>Investment Readiness Senior Non-Key Expert</p>	<p>Regional team member for organization and coordination of Investment Readiness Program. Regional coordination investment readiness program activities including training, mentoring, and investment forum organization. Organizing and leading regional campaign for startups from Western Balkans, mobilizing local ecosystem and community. Organization of international investments forum. Investors' relations. Coordinating and delivering regional workshops and investment readiness and trainings. Mentoring the startups.</p>
September 2017 – December 2018	Serbia	<p>United Nations Development Program</p> <p>Ana Seke ana.seke@undp.org</p>	<p>Facilitator of regional workshops</p>	<p><u>Climate Smart Urban Development Project</u></p> <p>Facilitation and presenting at five two-day pre-launching regional workshops of Climate Smart Urban Development Project. Internet of Things & Smart cities topics.</p>
September 2012 - present	Serbia	<p>Serbian Venture Network</p> <p>Aleksandar Bijelić partnership@seven.rs</p>	<p>Founding Member</p> <p>President of the Board 2012-2016</p>	<p><u>Belgrade Venture Forum</u></p> <p>Main organizer of Belgrade Venture Forum, leading venture capital and startup investment forum in South East Europe 2012 - 2016. Since 2012, BgVF hosted more than 1800 leaders and CEOs from business community, 137 pitching companies, 212 speakers and 170 representatives of investment funds and business angels. Guests were from over 25 countries and pitching companies from 13 countries. Overall project design, proposal writing and general implementation of other donor funded projects of organization.</p>
August 2014 – March 2015	Serbia	<p>Serbian Venture Network</p>	<p>Project Manager</p>	<p><u>Web platform for on-line entrepreneurship and start-up education</u></p> <p>US Embassy Democracy Commission Funded Project - Web platform for on-line entrepreneurship and start-up education and promotion of entrepreneurial mind set. 15 presentations and workshops; full development of two on-line instructor led trainings and a creation of line training platform. Overall number of beneficiaries topped 400. Author of policy paper 'Policy Measures for Development of Start-ups and Entrepreneurship in Serbia'</p>
May 2015 – December 2015	Serbia	<p>Serbian Venture Network</p>	<p>Project Manager</p>	<p><u>Project 'How to start a startup'</u></p> <p>Ministry of Sports and Youth, Republic of Serbia financed project directed at training and education of youth to become entrepreneurs and developing business ideas. Creation of automated on line training 'How to start a startup' and implementation of months long advanced educational program. 607 registered participants for on-line training, 320 participants of 8 live trainings, workshops and lectures. 25 proposed business ideas and overall 100 hours of trainings and consultations.</p>
September 2015 – April 2016	Serbia	<p>World Bank</p> <p>JFDI GmbH AT</p> <p>Marius Starcke marius.starcke@pioneers.io</p>	<p>Startup Mentor</p>	<p><u>Pioneers of the Balkans</u></p> <p>World Bank Group Investment Readiness Program financed by the European Commission under the Western Balkans Enterprise and Development Facility</p> <p>Overall mentoring and advising process in investment readiness, business models, pitching & storytelling and preparation of 7 startups for pitching events.</p> <p>Expert and assessment jury member for startups during Pioneers Festival in Vienna.</p>
April 2013 – December 2013	Serbia	<p>GFA</p> <p>Robert Sheffrin RSheffrin@uclan.ac.uk</p>	<p>Short Term Expert</p>	<p><u>Integrated Innovation Support Program - IISP</u> (IPA 2011/272-530)</p> <p>Delivering investor readiness trainings for companies seeking venture capital and private equity investors. Providing management consultancy and business advisory for individual companies in order to develop capacities to engage, pitch and negotiate with investors.</p>

October 2016 – present	Serbia	Tokamak Consulting Sladjana Marjanovic dobrodosli@dosen.rs	Founder	Leading and developing boutique consultancy office for startups and their founders. Specializes and deliver results in fields of matchmaking, investments readiness, business model structuring, negotiations and general advisory. Developing strategic cooperation with few startup support teams and investment funds.
February 2011 – present	Serbia	Consultancy, Tax Advisory and Accounting Company 'Došen' llc Miloš Došen dobrodosli@dosen.rs	CEO & Owner	Leading and managing the company with 450K euro revenues, 19 employees and 350+ clients, with 20% year on year revenue growth. Developing business and designing new services. Expertise in tax structuring and optimization. Delivering tailored made solutions in tax advisory. Business management consulting for clients from various areas – IT, healthcare, professional services, foreign trade etc.
February 2009 – March 2013 August 2005 – November 2007	Serbia	Belgrade Chamber of Commerce Ana Milicevic Miana80@gmail.com	Secretary of Small and Medium Enterprise Development Department	As a Secretary of department, leading the team of 5 employees, and managing overall operations of SME Department. Main responsibilities were in field of networking and business/partner community building, business consultancy, policy, advocacy and regulation, EU funding and projects and event management. Day to day responsibilities in tracking and analyzing businesses and business environment. Analyzing policies and regulation in business sector. Organizing advocacy initiatives and campaigns. Providing business consultancy and advisory services to SMEs from different sectors. Organization of events (B2B matchmaking and networking, community building, policy, trainings, fairs and exhibitions). Event moderation, preparing reports, conclusions, defining positions and conducting advocacy initiatives. In field of education and direct business support, organized numerous seminars, trainings and other educational forms for entrepreneurs and other member companies.
November 2007 – February 2009	Belgrade	TopoGIS Llc. – Autodesk Value Added Reseller Autodesk Geospatial Authorized Partner for Serbia	Co-Founder and General Manager	General management and business development. Business/strategic/financial planning according the Autodesk methodology. Complete market research and analysis, target market segments analysis and development of sales approach. Planning of overall sales and marketing activities. Doing business with big target companies (utilities, public enterprises, municipalities, construction businesses and engineering firms); Dealing with B2B sales, complex and project sales.

15. Other relevant information (e.g., Publications)

- EBRD Star Venture Training Workshop; University of Cambridge Department of Engineering; 2020
- Huthwaite International – Negotiation Skills Workshop; 2019, Sheffield, UK
- Co-author of 'Roadmap for transformation of Civil Society Organizations'. Publication of POMAK 2.0 Project. 2016, Belgrade
- Author of Policy Paper 'Policy Measures for Development of Start-ups and Entrepreneurship in Serbia'. 2015, Belgrade;
- International Workshop "Innovation and Entrepreneurship"; Israel 2013
- EU Project Management Course and European Integration Training Course; College of Europe, Bruges, Belgium 2011