


## PERSONAL INFORMATION

## Saidqosim Mukhtorov



 Z.P.Khojaev Street #14, Khujand, 735700, Tajikistan

 +(992) 8 3422 4 22-33  +(992) 92 787 87 71

 [s.mukhtorov@iet.tj](mailto:s.mukhtorov@iet.tj) [qosimjon@gmail.com](mailto:qosimjon@gmail.com)



 Skype qosimjon14

**LinkedIn** - <https://www.linkedin.com/in/saidqosim-mukhtorov/>

Sex male | Date of birth 22/09/1990 | Nationality Tajik

Marital status Married | Children 2

## WORK EXPERIENCE

### Founder of Tajikistan Erasmus Alumni Association

October 2023 – present – (unformal) NGO od students and alumni association aiming in community and regional development, UN's SDGs.

### Founder of SQConsulting

July 2021 – present – Education and startup, business consulting, business tracking

### Freelance business consultant, trainer

July 2021 – present – Trainer for start-up, incubation program, coaching and mentoring of start-ups, business consultant. CEFE International trainer.

Conducting training, Mentoring and coaching in incubation program for up to 40 young entrepreneurs, startups, GIZ program TRIGGER II "Startup Promotion" aims to promote a lively and active startup culture in Tajikistan, "Tajik Startups" 2021-2022, 2022-2023 Incubation program trainer.

### Institute of Economy and Trade of TSUC

September 2022- present – Director of the International Center and Global Engagement

September 2018- present – Project manager for Higher Education Development project

August 2018- present - Senior lecturer at "World economy" dpt. English groups (Teaching IT courses, Digital Marketing, Management, Entrepreneurship)

September 2017 - present – Erasmus institutional coordinator, ICM coordinator

September 2017 – August 2022 - Head of the International relations dpt.

January 2017 – August 2017 – International Relation Coordinator

August 2014 – August 2018 - Assistant teacher, dpt. of "World economy" English groups (Teaching IT courses, Digital Marketing, Entrepreneurship, Management, Commerce)

2010 – 2014 - System administrator in IT department

2009 – 2010 - IT specialist in IT department

Business or sector Service / Education

### Andriotto Financial Services (AFS), Switzerland

June 2020 – January 2021 – Business consultant, Project proposal reviewer

Consulting SME and Start-ups from the EU, reviewing project proposals, business plans for European Innovations Councils Horizon 2020, Horizon Europe Programmes

### University of Cantabria, Santander, Spain

May 2016 – July 2016 – Practice in Department of Master in Business and IT in faculty of business and economics

### Branch of American corporation "TFL Inc." Computer Service Centre

2007 – 2009 – as a computer repairman

2006 - 2007 – as an apprentice of computer repairman

## EDUCATION AND TRAINING

## EDUCATION

**Institute of Economy and Trade of the Tajik State University of Commerce**  
**2018 – continuing – PhD student, Economics of Services, research topic “Higher education internationalization and quality assurance”**  
**University of Cantabria, Santander, Spain**  
 2015-2016, Master Degree in Business and Information Technologies  
**Polytechnic University of Valencia, Valencia, Spain**  
 2011-2012, Erasmus Mundus Target program - undergraduate  
**Institute of Economy and Trade of the Tajik State University of Commerce**  
 2008 – 2014, diploma specialist (honors diploma), specialty “Economy and management at enterprises”,  
**Secondary school 7**  
 1997 – 2008 Honors certificate

## TRAINING

**NGO JUNIOR ACHIEVEMENT, TAJIKISTAN**

September 2009 – 2011 - Volunteer, trainer of computer simulation economic games.  
 gained experience: teamwork, motivator, social, trader and observer, interested in intellectual games

**TAJIK STATE UNIVERSITY OF COMMERCE**

April 2012 - June 2012 Instructor and organizer of free Spanish – English club, available for all students for free.

**ISED/UNESCO Fellowship, Moscow, Russian Federation**

October 2017 – fellowship at International Sustainable Energy Development Centre at Moscow “Effective use of energy resources. Municipal energy management and energy efficiency in buildings”

2008 **Secondary school honors certificate**

2014 **Honors diploma, conferred a degree of an economist**

Tajik State University of Commerce, Tajikistan

Economics, Management, Entrepreneurship, Marketing and International trade

## PERSONAL SKILLS

Mother tongue(s) Tajik

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C1
Certified in home university, Advanced English (Over 7 years teaching Economics and IT in English)					
Spanish	B2	B2	B1	B1	A2
Certificate from University of Cantabria					
Russian	C2	C2	C2	C2	C1

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user  
 Common European Framework of Reference for Languages

## Communication skills

Good communication skills gained through my experience as a Senior Lecturer, International relations officer and Project manager. Excellent public speaking skills. Holding Business and negotiation conversations. Intend to use communication method oriented to the listener. As well in international context able to held professional communication through learning culture and nature of a listener. Keynote speaker in high-level international seminars in Spain, China and my home country.

## Organizational / managerial skills

Good managerial skills, head of international relations office with 6 full staff members. Project management, Strategic planning, Execution, Policy development, International cooperation, working in a critical situation, Event planning, Coordinating IQEduU and ICEG projects, which were designed by my team, also coordinating UNICAC Erasmus+ Capacity building project. Working and managing 8 different projects at the same time. Excellent leadership skills, Motivator and inspire youth, Start-up trainer, coach and mentor, business consultant, responsible and honest, hard worker.

- Job-related skills**
- education, teaching, facilitator, learning, research, internationalization issues, economics, management, project management, CRM, business administration, entrepreneurship, innovations, smart cities, internet of things, energy management, renewable energy, green economy design thinking;
  - project management, project design, planning, business planning, writing proposals, budgeting etc.
  - senior lecturer, teamwork, research projects
  - scrum, ITIL (none certificated)
  - Repairing computers, Software, IT solutions, repairing printers, filling cartridges, basic electronics knowledge
- Computer skills**
- Computer technical support, basic PHP, CMS, DataBase MySQL, CRM,
  - Excellent command of Microsoft Office™ tools, Microsoft Project and Information Systems.
  - Graphics and media software
- Driving license**
- B

## ADDITIONAL INFORMATION

---

- Publications**
- About the capacity building project «Increasing the competitiveness of graduates economists based on the implementation of the principles of the Bologna Process» Proceedings of the International Scientific and Methodological Online Conference, June 15-16, 2021 p.19-26
- Ensuring the quality of education and competitiveness of HEIs based on the principles of the Bologna process, co-author, Proceedings of the International Scientific and Methodological Online Conference, September 3-4, 2020 p.12-17
- Implementation of elements and methods of teaching used in entrepreneurial universities in the study process at Institute of Economy and Trade of Tajik State University of Commerce, Proceedings of the International Scientific and Methodological Online Conference, September 3-4, 2020 p.42-49
- "Analyses of External debt of Republic of Tajikistan", VESTNIK of Tajik National University, 2/9, 2012 185-189p.
- "Impact of macroeconomic indicators in the development of entrepreneurship in Sughd region», Collection of articles of Institute of Economy and Trade of Tajik State University of Commerce, 1/1, 2013, 89-98p.
- "Features of domestic goods promotion in the international market», Collection of articles of Institute of Economy and Trade of Tajik State University of Commerce, 1/1, 2015, 302-306p.
- "Smart city: a label for enhanced quality of life" Collection of articles of Institute of Economy and Trade of Tajik State University of Commerce, 1/19, 2017, 141-147p.
- Projects**
- Jean Monnet Module – EICCA – 2023-2026, Grant Holder, Main coordinator**
- Jean Monnet Centre of Excellency, EU Competition Law - 2022 - 2025**
- Collaboration for enhanced entrepreneurship support CEES – UniCEN project, American Councils, jointly implemented with Old Dominion University, - 2021-2022**
- Fulbright Specialist – IET TSUC's management capacity building project - 2022**
- ICEG – World Bank funded capacity building project for modernization and improvement of the quality of education – 2019 - 2021 <https://iet.tj/en/iceg/>**
- IQEduU – World Bank funded capacity building project for modernization and improvement of the quality of education -2018-2020 <https://iet.tj/en/iqeduu/> -**
- UNICAC – Erasmus+ capacity building project for internationalization of HEIs in Central Asia and China – 2019-2021 <https://iet.tj/en/unicac/> [www.unicac.eu](http://www.unicac.eu)**
- International Credit Mobility with Mykolos Romeris University, Lithuania – 2023-2025**
- International Credit Mobility with Malta Tourism Institute, Malta – 2022-2023**
- International Credit Mobility with University of Cordoba, Spain – 2019-2023**
- International Credit Mobility with Varna University of Management, Bulgaria – 2020-2023**
- International Credit Mobility with LAUREA, Finland – 2020-2023**
- International Credit Mobility with University of Cantabria, Spain – 2018-2023**
- International Credit Mobility with University of Osijek, Croatia – 2019-2023**
- International Credit Mobility with Gedik University, Turkey – 2019-2021**
- International Credit Mobility with University of Pisa, Italy – 2018-2020**

Graduate diploma work on “Current situation and perspective of SME in Sughd Region”, 2014, Institute of Economy and Trade of TSUC, Khujand, Tajikistan

Master diploma work on **“Smart City: Developing a conceptual model for cities at the stage of development”**, 2017, University of Cantabria, Santander, Spain

**Seminars** Project “Short term courses for learning: sewing, confectioner, computer literacy and preparation of waitress”, Khujand, IET TSUC, 2017

Invited trainer by American Councils, conducted training on Internationalisation Strategy in the framework of UniCEN project to administrators, scholars, and educators from Uzbekistan and Tajikistan, - Dushanbe, Tajikistan - June, 2023

Lecturing at the Mykolas Romeris University, Lithuania, ICM – March, 2023

Study visit and lecturing at the Old Dominion University, Virginia, USA, UniCEN - October, 2022

Study visit to Università Telematica Giustino Fortunato, Benevento, Italy, Jean Monet – June, 2022

Lecturing at the University of Cantabria, Spain, ICM – June, 2022

Lecturing at the University of LAUREA, Finland, ICM – May, 2022

Lecturing at the University of Seville, Spain, ICM – March, 2022

Lecturing at the University of Cordoba, Spain, ICM – March, 2022

Study visit to LAUREA, Finland, ICEG – December, 2021

Lecturing at the University of Osijek, Croatia, ICM – October, 2021

Official visit to the AQAS in the framework of IQEduU, Cologne, Germany, - February 2020

Internationalization of Teaching and Research in HEIs, UNICAC, Xian, China – December 2019

Series of 12 seminars on quality education and teaching enhancement – April – December 2019

Official visit to the Varna University of Management in the framework of IQEduU, Bulgaria, - April 2019

Kick-off meeting of UNICAC project at University of Seville, Spain – March 2019

International staff week at University of Cantabria, Spain – March 2019

Russian Energy Week, ISEDC/UNESCO – Moscow, October 2017

Innovation week at SKOLKOVO, ISEDC/UNESCO – Moscow, October 2017

Renewable energy and sustainable development, ISEDC/UNESCO -Moscow, October 2017

EU-Tajikistan Higher Education Cooperation Conference and Workshop – Dushanbe, May 2017

Santander Smart city: Telefonica Smart City concept – Santander, April, 2016

Eco-tourism: Cantabria experience – Santander, November 2015

Dushanbe Economics Meeting -2012, GIZ

#### Honours and awards

Honoured IET TSUC staff for contributing to the university development, 2019

For excellency in teaching the award of city mayor of Khujand, 2017

Erasmus Mundus Scholarship holder for Official master studies, Santander, Spain, 2015

INTEL Corp. - active participation in the forum life and taking 3<sup>rd</sup> place in the project, 2010

INTEL Corp. - active participation in the forum life and taking 2<sup>nd</sup> place in the creative competition, 2011

Erasmus Mundus Scholarship holder for Exchange Programme, Valencia, Spain, 2011

#### Memberships

IET TSUC Erasmus alumni association, Founder

Member of Tajik State University of Commerce's young researchers' club

#### References

1. Daler Mirpochoev, deputy-director on Innovations and Science of the IET TSUC, [d.mirpochoev@iet.tj](mailto:d.mirpochoev@iet.tj)
2. Tiina Wikstrom, PhD, Professor at Laurea University of Applied Sciences, [tiina.wikstrom@laurea.fi](mailto:tiina.wikstrom@laurea.fi)
3. Pedro Solana, Director of Altamira Business School of Tourism of the University of Cantabria, [pedro.solana@unican.es](mailto:pedro.solana@unican.es)