

CURRICULUM VITAE

Personal Information	
Name	Marina Stojmirova
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E-mail	m.stojmirova@utms.edu.mk
Nationality	Macedonian
Date of Birth	19.06.1979
Gender	Female
Academic Title	Master of Science

Work Experience	
• Dates (from - to)	2008 – Present
• Name and address of employer	University of Tourism and Management in Skopje
• Type of business or sector	Higher education
• Job Title	Teaching Assistant
• Main activities and responsibilities	Lectures and Courses: Tourism, principles and practices, Travel market research, Tour operators and travel agencies, Develop and planning of the tourism, Travel destinations Preparing the promoting material for the University
• Dates (from - to)	2006 - 2008
• Name and address of employer	Travel Agency College Travel, Skopje
• Type of business or sector	Tourism Industry
• Job Title	Travel Agent
• Main activities and responsibilities	Travel Service
• Dates (from - to)	2005 – 2006
• Name and address of employer	Travel Agency Faraon Travel, Skopje
• Type of business or sector	Tourism Industry
• Job Title	Travel Agent
• Main activities and responsibilities	Travel Service
• Dates (from - to)	2004 – 2005
• Name and address of employer	Media Point Cartography, Skopje
• Type of business or sector	Technical preparing of geography maps and Publishing
• Job Title	Graphic Designer

• Main activities and responsibilities	Graphic Preparing and Design
• Dates (from - to)	2002 – 2004
• Name and address of employer	Trimaks Cartography, Skopje
• Type of business or sector	Technical preparing of geography maps and Publishing
• Job Title	Graphic Designer
• Main activities and responsibilities	Graphic Preparing and Design

Education and training	
• Dates (from – to)	2016 – Present
• Name and type of organization providing education or training	University “Goce Delchev”, Stip, Faculty of Tourism and Business Logistics
• Principal subjects / occupational skills covered in the training	Tourism
• Assigned title	Doctoral student
• Level in national classification	VIII
• Dates (from – to)	2009 – 2010
• Name and type of organization providing education or training	University of Tourism and Management in Skopje Faculty of Tourism
• Principal subjects / occupational skills covered in the training	Tourism
• Assigned title	Master (MSc) in Tourism
• Level in national classification	VII/2
• Dates (from – to)	1998 – 2002
• Name and type of organization providing education or training	University of “St. Cyril and Methodius”, Faculty of Natural Sciences and Mathematics, Institute of Geography
• Principal subjects / occupational skills covered in the training	Geography
• Assigned title	Professor of Geography
• Level in national classification	VII/1

Professional Experience	
• Dates (from - to)	June, July 2018
• Location	Skopje, Macedonia
• The company and the person responsible (name and contact details)	Bureau for Development of Education of the Republic of Macedonia Ministry of Education and Science of the Republic of Macedonia Archidata s.r.l., Via Fabio Filzi 27, Milano, Italy
• Position	Making curricula
• Description	Modularized Curriculum based on competencies for geography of the Concept for Secondary TVET
• Dates (from - to)	May 2018
• Location	University of Tourism and Management in Skopje
• The company and the person responsible (name and contact details)	University of Tourism and Management in Skopje State School of Education and Rehabilitation Partenija Zografski Skopje
• Position	Lecturer
• Description	Seminar: Bulgaria's Natural Attractions
• Dates (from - to)	31.03.2018
• Location	Skopje, Macedonia
• The company and the person responsible (name and contact details)	Association of Technical Culture Associations of the City of Skopje National Technique - Skopje
• Position	Member of commission
• Description	Competition of young technicians and naturalists
• Dates (from - to)	04.10.2016
• Location	Skopje, Macedonia
• The company and the person responsible (name and contact details)	University of Tourism and Management in Skopje, Association of Tourist Guides of Macedonia-Skopje
• Position	Tourist guide
• Description	Professional presentation of sights in the tourist destination
• Dates (from - to)	04.10.2016
• Location	Skopje, Macedonia
• The company and the person responsible (name and contact details)	University of Tourism and Management in Skopje, Association of Tourist Guides of Macedonia-Skopje

• Position	Tourist companion
• Description	Technical escort of tourist group at home and abroad
• Dates (from - to)	02.04.2016
• Location	Skopje, Macedonia
• The company and the person responsible (name and contact details)	Association of Technical Culture Associations of the City of Skopje National Technique - Skopje
• Position	Member of commission
• Description	Competition of young technicians and naturalists
• Dates (from - to)	October 2011
• Location	Princess Hotel and Casino, Gevgelia, Republic of Macedonia
• The company and the person responsible (name and contact details)	Triple S Learning, Skopje
• Position	Training participant
• Description	Conference: Sales, Negotiation and Success; Brian Tracy
• Dates (from - to)	May 2011
• Location	Skopje, Macedonia
• The company and the person responsible (name and contact details)	University of Tourism and Management in Skopje
• Position	Participant in training for a travel agency manager
• Description	Managing a travel agency

International congresses and symposia

• Dates (from – to)	15 October 2018
• Location	Skopje, Macedonia
• The company and the person responsible	University of Tourism and Management - Skopje, ICON BEST 2018 - International Conference for Business, Economy, Sport and Tourism, 6th International Scientific Congress "Global Education, Skills and Competencies: How to Deliver High Quality Business Education in Accordance with the Market Needs"
• Position	Co-author of a scientific paper (attending) Gramatnikovski Sashko PhD, Nichkova Meri MSc, Stojmirova Marina MSc "Tourism as an important factor in economic development"
• Dates (from – to)	08 October 2016
• Location	Skopje, Macedonia

• The company and the person responsible	University of Tourism and Management - Skopje, ICON BEST 2016 - International Conference for Business, Economy, Sport and Tourism, 5th International Scientific Congress "Economic analysis of global trends in tourism, finance, education & management"
• Position	Co-author of a scientific paper (attending) Stojmirova Marina MSc, Petrovska Julijana MSc, Ratkovic Jovo MSc, "Construction of mountain huts in function of the mountain tourism in the Republic of Macedonia"
• Dates (from – to)	30 September 2016
• Location	Belgrade, Serbia
• The company and the person responsible	Singidunum University, International Scientific Conference SITCON 2016 "Quality as a basis for tourism destination competitiveness"
• Position	Co-author of a scientific paper Blazeska Daliborka PhD, Milenkovska Angela MSc, Stojmirova Marina MSc, "The impact of the brand on consumer's decision making process"
• Dates (from – to)	09-11 October 2015
• Location	Skopje, Macedonia
• The company and the person responsible	University of Tourism and Management - Skopje, ICON BEST 2015 - International Conference for Business, Economy, Sport and Tourism, 4th International Scientific Congress "Economic analysis of global trends in tourism, finance, education & management"
• Position	Co-author of a scientific paper (attending) Davkovska Vladanka MSc, Stojmirova Marina MSc, "Hotel guest satisfaction as a reflection of organizational culture"
• Dates (from – to)	09-11 October 2015
• Location	Skopje, Macedonia
• The company and the person responsible	University of Tourism and Management - Skopje, ICON BEST 2015 - International Conference for Business, Economy, Sport and Tourism, 4th International Scientific Congress "Economic analysis of global trends in tourism, finance, education & management"
• Position	Co-author of a scientific paper (attending) Petrovska Julijana MSc, Stojmirova Marina MSc, Ratkovic Jovo MSc, "The importance of the Millennium cross cable car in function of enriching the tourist offer of Skopje"
• Dates (from – to)	26-27 September 2009
• Location	Skopje, Macedonia
• The company and the person responsible	University of Tourism and Management – Skopje, International Congress "The Challenges and perspectives in tourism management"
• Position	Co-author of a scientific paper (attending) Ratkovic Jovo, Stojmirova Marina, "The role of Benchmarking in the Establishment of Gevgelia as a Casino Tourist Destination"
• Dates (from – to)	26-27 September 2008
• Location	Skopje, Macedonia
• The company and the person responsible	Faculty of Tourism – Skopje, International Symposium "Tourism in the 21 st Century"
• Position	Co-author of a scientific paper (attending) Milenkovski Ace PhD, Ratkovic Jovo, Stojmirova Marina, "Creation of

	Postmodernistic Touristic Destinations”
• Dates (from – to)	26-27 September 2008
• Location	Skopje, Macedonia
• The company and the person responsible	Faculty of Tourism – Skopje, International Symposium “Tourism in the 21 st Century”
• Position	Co-author of a scientific paper (attending) Ratkovic Jovo, Stojmirova Marina, “Tourism Valorization of Vodno Park-Forest”
• Dates (from – to)	2008
• Location	Novi Sad, Serbia
• The company and the person responsible	University of Novi Sad, Faculty of Sciences, Department of Geography, Tourism and Hotel Management
• Position	Author Stojmirova Marina, “Politika razvoja turističkih destinacija na primeru Rimskog akvadukta u Skopju”

Publications

December 2014	Co-author of paper in International Scientific Journal Petrovska Julijana MSc, Stojmirova Marina MSc. Ratkovic Jovo MSc, “Analysis of the Opportunities for Development the Rural Tourism Supply on Mountain Skopska Crna Gora”, UTMS Journal of Economics, Vol. 10 No. 2 (241-252), December 2014 (EBSCO)
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