

## CURRICULUM VITAE

Personal information	
Name	Sashko Gramatnikovski
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E-mail	s.gramatnikovski@utms.edu.mk
Nationality	Macedonian
Date of birth	14.01.1975
Gender	Male
Academic Title	PhD

Work experience	
• Dates (from – to)	January 2011 – at present
• Name and address of employer	University of Tourism and Management Skopje, P.O. 99 Skopje
• Type of business or sector	Higher Education
• Occupation or position held	Dean of the Faculty of Tourism
• Main activities and responsibilities	Teaching and managing the faculty activities, research, project coordination

Work experience	
• Dates (from – to)	September 2006 – January 2011
• Name and address of employer	University of Tourism and Management Skopje, P.O. 99, Skopje
• Type of business or sector	Higher Education
• Occupation or position held	Teaching Assistant
• Main activities and responsibilities	

Work experience	
• Dates (from – to)	September 2005-February 2006
• Name and address of employer	Horvat-Skopje, 3 Makedonska brigade BB, Skopje
• Type of business or sector	Personal Protective Equipment
• Occupation or position held	Sales Manager
• Main activities and responsibilities	Responsible for Sales in R. Macedonia

Work experience	
• Dates (from – to)	September 2003 – March 2004
• Name and address of employer	On Net Kej 13 Noemvri 3/3/, Skopje
• Type of business or sector	Internet provider
• Occupation or position held	Sales manager
• Main activities and responsibilities	Providing internet for the business sector

Work experience	
• Dates (from – to)	March 2004 – June 2004
• Name and address of employer	Balcanica Krste Petkov Misirkov 9/25, Skopje
• Type of business or sector	Marketing and Media Production
• Occupation or position held	General Manager
• Main activities and responsibilities	Responsible for the marketing of the regional daily newspaper Koha Ditore, for Macedonia and responsible for the marketing of the TV show "Food & Wine" in Albanian language for Republic of Macedonia and Kosovo.

Work experience	
• Dates (from – to)	September 2003 – May 2005
• Name and address of employer	<a href="http://www.aber.com.mk">www.aber.com.mk</a>
• Type of business or sector	Internet
• Occupation or position held	Web Editor Assistant
• Main activities and responsibilities	Assistance in making and editing web pages

Work experience	
• Dates (from – to)	2001, 2002, 2004 (only summer time)
• Name and address of employer	Hotel Zante Lagana, Zakynthos, Greece
• Type of business or sector	Tourism
• Occupation or position held	Bar and Hotel Manager
• Main activities and responsibilities	2001, 2002, 2004 (only summer time)

Work experience	
• Dates (from – to)	1997- 1998
• Name and address of employer	Agency of Emigration of the Republic of Macedonia <a href="http://www.emigration.gov.mk">www.emigration.gov.mk</a>
• Type of business or sector	Government Agency
• Occupation or position held	Member in the “Youth Council”

• Main activities and responsibilities	Responsible for the young emigrants outside the Republic of Macedonia
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Work experience	
• Dates (from – to)	1997
• Name and address of employer	David and Goliath
• Type of business or sector	Students protest newspaper
• Occupation or position held	One of the founders and editor
• Main activities and responsibilities	Editor and responsible for the distributions outside the Republic of Macedonia

Education and training	
• Dates (from – to)	2010
• Name and type of organization providing education and training	University in Novi Sad, Serbia Faculty of Natural Sciences and Mathematics
• Principal subjects/occupational skills covered	Tourism, management, marketing
• Title of qualification awarded	PhD in the Field of Tourism
• Level in national classification (if appropriate)	VIII

Education and training	
• Dates (from – to)	2001 -2007
• Name and type of organization providing education and training	University “Sts. Cyril and Methodius”, Faculty of Natural Sciences and Mathematics, Skopje
• Principal subjects/occupational skills covered	Tourism planning
• Title of qualification awarded	Master of Geography Sciences - Tourism
• Level in national classification (if appropriate)	Graduated VII/2

<b>Education and training</b>	
• Dates (from – to)	1995- 1999
• Name and type of organization providing education and training	University “Sts. Cyril and Methodius”, Faculty of Natural Sciences and Mathematics, Skopje
• Principal subjects/occupational skills covered	Ethnology, Cultural Anthropology
• Title of qualification awarded	Bachelor of Ethnology (Cultural Anthropology)
• Level in national classification (if appropriate)	Graduated VII/1

<b>Education and training</b>	
• Dates (from – to)	1989-1993
• Name and type of organization providing education and training	Rade Jovcevski Korchagin – High School, Skopje
• Principal subjects/occupational skills covered	Information Technology, programming and programming languages
• Title of qualification awarded	Information Technician
• Level in national classification (if appropriate)	IV

<b>Интернационални конгреси и симпозиуми</b>	
• Dates (from – to)	08.10.2016
• Location	ICONBEST2016, Global Tourism Challenges in 21 century, Skopje, Macedonia
• Dates (from – to)	09-10. 10. 2015
• Location	ICONBEST2015, Economic Analysis of Global Trends in Tourism, Finance, Education & Management, Skopje, Macedonia
• Dates (from – to)	9-10. 06. 2015

• Location	CTTN, 2015, Contemporary Trends in Events and Creative Industry, Novi Sad, Vojvodina, Serbia
• Dates (from – to)	23-24. 04. 2015
• Location	ICESoS 15, Sarajevo, Bosnia and Herzegovina
• Dates (from – to)	22-24. 05. 2014
• Location	3rd INTERNATIONAL SCIENTIFIC SYMPOSIUM ECONOMY OF EASTERN CROATIA – VISION AND GROWTH, Osijek, Croatia

Publications	
2016	<p><b>Sashko Gramatnikovski, Ace Milenkovski, Daliborka Blazeska</b></p> <p>The Impact of the International Tourism Receipts on GDP: The Case of Republic of Macedonia</p> <p>International Journal of Academic Research in Accounting, Finance and Management Sciences, Vol. 6, No. 4, (pp. 220-225), October 2016</p>
2016	<p><b>Ace Milenkovski, Sashko Gramatnikovski, Dejan Nakovski</b></p> <p>The Role of Cultural and Historical Heritage in Tourism Development of the Maleshevo Mountains,</p> <p>SITCON 2016 - Singidunum International Tourism Conference, Belgrade, 2016</p> <p>University of Singidunum, Belgrade</p>
2016	<p><b>Ace Milenkovski, Sashko Gramatnikovski</b></p> <p>“Macedonia, tourism”, Springer International Publishing Switzerland, J.Jafari, H.Xiao (eds.), Encyclopedia of Tourism, 2016</p> <p>DOI 10.1007/978-3-319-01669-6_613-1, (2p.p)</p>
2015	<p>Business communication in function of improving the organizational culture of the company, UTMS Journal of Economics, Vol. 6, Number 2, December 2015 (EBSCO)</p>
2015	<p>The quality of the tourist destination a key factor for increasing their attractiveness, UTMS Journal of Economics, Vol. 6, Number 2, December</p>

	2015 (EBSCO)
2015	Innovative Business Models a Factor for Competitive Advantage of the Companies, UTMS Journal of economics, Volume 6, Number 1, June 2015 (EBSCO)
2015	Important Components That Affect the Image of the Company for Achieving Competitive Advantage, 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", University of Tourism and Management in Skopje, 09-11 of October 2015, Skopje, Republic of Macedonia
2015	Events as an Optimal Mechanism for Promoting Tourist Potential in Developing Countries, 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", University of Tourism and Management in Skopje, 09-11 of October 2015, Skopje, Republic of Macedonia
2015	Spatial Dispersion of Tourist Attendance in National Park Mavrovo, 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", University of Tourism and Management in Skopje, 09-11 of October 2015, Skopje, Republic of Macedonia
2014	Perspective of Health Tourism Development of Rural Croatia, 3 <sup>rd</sup> International Scientific Symposium on Economy of Eastern Croatia-Vision and Growth, May 22-24, 2014, Osijek, Croatia
2014	E-marketing in Function of Establishing Ohrid as a Tourist Destination Abroad, Sinteza 2014 - Impact of the Internet on Business Activities in Serbia and Worldwide, Singidunum University International Conference, April 2014, Belgrade
2014	Increasing The Company`s Efficiency Via Supply Chain Management, XII

	International Scientific Conference Management and Engineering' 14, Sozopol, Bulgaria, 23-26.06.2014
2013	International Tourism Fairs as a Tool for Promotion the Country as a Tourist Destination, "Employment, Education and Entrepreneurship – EEE2013", Belgrade, Serbia, October 16 <sup>th</sup> -18 <sup>th</sup> , Second International Conference 10/2013, pp 330;
2013	The Festivals as a Tool On Ohrid Tourism Destination Branding, UTMS Journal of economics, Volume 4, Number 3, 2013 (EBSCO)
2013	Geographic Positions as a Determination of Tourism Development of Gevgelija Region, UTMS Journal of economics, Volume 4, Number 1, 2013 (EBSCO)
2013	International Tourism Fairs as a Tool for Promotion the Country as a Tourist Destination, Third International Scientific Congress "ICON BEST 2013", Skopje, R. Macedonia, October 5th 2013
2013	Organization of Sport Competitions as a Basis for the Development of Sports Tourism, Third International Scientific Congress "ICON BEST 2013", Skopje, R. Macedonia, October 5th 2013
2013	The Role of the Public Relations for Creation Brand of the Festival, Third International Scientific Congress "ICON BEST 2013", Skopje, R. Macedonia, October 5th 2013
2013	The Impact of Corporate Social Responsibility on Long-Term Success of Tourism Organizations, International Conference "Contemporary Trends in Tourism and Hospitality, CTTH 2013 - Peace, Culture and Tourism", Novi Sad, Serbia, September 26 <sup>th</sup> – 27 <sup>th</sup> 2013, pp 52;
2011	Tourism During Recessions: Threats and Opportunities, Second International Scientific Congress "The Influence of Tourism on Economic Development", Skopje, R. Macedonia, April 27 <sup>th</sup> - 29 <sup>th</sup> 2011, pp 117;
2011	Sources of Innovation in Tourism, Second International Scientific Congress

	“The Influence of Tourism on Economic Development”, Skopje, R. Macedonia, April 27 <sup>th</sup> - 29 <sup>th</sup> 2011, pp 101;
2011	E-Tourism: Key Applications, Second International Scientific Congress “The Influence of Tourism on Economic Development”, Skopje, R. Macedonia, April 27 <sup>th</sup> - 29 <sup>th</sup> 2011, pp 136;
2011	Rural Tourism in the Region of Prespa Lake, Hungarian Geographical Bulletin 3/2011, Budapest, pp. 23-32;
2011	Touristic Infrastructure in the Vicinity of Prespa Lake, Hungarian Geographical Bulletin 2/2011, Budapest, pp. 16-22;
2011	Comparative Possibilities of the Development of tourism in the valleys of Stara River (R. Greece) and the Brajchino River (R. Macedonia), Second Geographers Congress “Towards Europe”, Novi Sad, Serbia, September 10 <sup>th</sup> - 11 <sup>th</sup> 2010, pp 121;
2011	Perspective of the development of the small city hotels, VII International Scientific Symposium ”Hotel House 2008 ”, Zlatibor, R. Serbia, 15- 17 May 2008, 11;
2011	Staff Training and Accomplishment in Tourism – Contemporary Needs, Sandanski, R. Bulgaria 2008;
2011	Development of Tourism Along the Valley of Braychinska River, Proceedings of the 1st Symposium on the Faculty of tourism in Skopje, Skopje, Republic of Macedonia 2008
2011	Comparative Values of Tourism Between the Southeastern part of the Grand and East of the Small Prespa Lake, Proceedings of the XXX Symposium on Tourism, (Lerin) Florina, R. Greece 2007
2011	Confessional structure of Asia , Geographical considerations.35, 2000;
2011	Confessional structure of the population of the Republic of Macedonia and the views of some religious communities for the introduction of religious education in schools, Proceedings of the 2nd Congress of geographers of the



Republic of Macedonia, 2000;