

PERSONAL INFORMATION

Bruno Grubešić

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[Sex Male | Date of birth 19/09/1979 | Nationality Croatian, Bosnian

WORK EXPERIENCE

10.2022. – ongoing

Sinnova d.o.o. – Project Manager

Consultancy services to private sector companies and public sector institutions in the area of ESI funds, SME business development, strategic planning and programming, project management (project preparation, implementation, program and strategy development), international cooperation. Evaluation and project appraisal experience in INTERREG programs, Resilience and Recovery Facility, Civil protection, dual use and defense programs (including evaluation of LEVIATAD 1st call for proposals projects). Close cooperation with companies and projects management in defense industry (HS-Produkt, ŠESTAN-BUSCH, DOK-ING). Analyses and consultancy services to the Croatian defense industry competitiveness cluster (HKKOI), Croatian Employers Association, Croatian Labor Service and various government agencies and ministries. Project implementation and management in defense and manufacturing sectors, tourism.

03.2022. – 09.2022

Director EU funds and strategies

AVELANT d.o.o. for business and strategic management, Froudeova 3, Zagreb, <https://www.eu-projekti.info>

Human resource development, client portfolio management, quality control over the department work, responsible toward the owner and CEO of the company for company's operations and profitability. Preparation and implementation of projects and strategic documents in relation to renewable energy (hydrogen, biomass) and industrial development. Management and control of client's projects. Provision of education, trainings and workshops to SMEs on various aspects of business development.

Preparation of strategic documents (national and regional/local level), programs, plans and projects, preparation and drafting of state aid programs and de minimis programs, preparation of measures, operations and projects related to ESI funds, expertise on state aid and issues. Counseling and preparing clients for ESI funds and other incentives (Investment Promotion Act of Croatia, Modernization Fund, HORIZON, INTERREG, etc.).

12.2020 02.2022

Head of Department in the area of research, development and innovation

Ministry of economy and Sustainable Development, Directorate for EU programs and projects, European and International Affairs, <https://mingor.gov.hr/>

- Coordinate, organize and execute the tasks and activities related to strategic planning and programming and Operational Programme preparation within the ESI Funds;
- Ensure regular progress with EU structural funds preparations, planning, reporting and implementation, assuring good absorption of ESI funds;
- Design, preparation and publication of State-aid programs in the area of business support, digital, green transition and research, development and implementation (more than 10 state aid and de minimis aid programs worth 500 MEUR);
- Coordinate preparation of documents (designing of Terms of References and other relevant documentation for grants) for utilization of Operational Programs financed from the structural instruments of EU Cohesion policy, especially in the area of Smarter Europe goals and Next-Generation EU program;
- Appraisal of project proposals in the area of state-aid rules and GBER rules;
- Project support during the evaluation and implementation phase (FAQ, answering the question regarding project proposals, program clarification, workshops and communication with beneficiaries, etc.).

EU funds related experience:

- Preparation of selection criteria and methodology for selection and implementation of projects for

preparation of public tenders, grants and strategic projects with emphasis on research, development and innovation projects of private sector;

- Drafting and preparation of program and project documentation for green and digital transition scheme: <https://efondovi.mrrfeu.hr/MISCms/Pozivi/Poziv?id=22f5cbd5-fbc3-43c3-850d-99516946bece>
- Preparation of project pipeline for the ESI funded activities for future Operational Program Competitiveness and Cohesion 2021 – 2027 (grant worth 125 MEUR);
- Preparation of the new Smart specialization Strategy of Croatia 2021 – 2029 and RDI related strategic documents;
- Member of the steering committee and evaluation board for strategic projects and RDI related projects (strategic project “Support to the Innovation Network for Industry”, worth 5.5 MEUR.

12.2012. – 11.2020

Head of Service for preparation of programs for research, development and innovation

Ministry of economy, entrepreneurship and crafts, Directorate for EU programs and projects,

www.mingo.hr

- Coordinate, organize and execute the tasks and activities related to strategic planning and programming and Operational Programme preparation within the ESI Funds;
- Ensure regular progress with EU structural funds preparations;
- Coordinate preparation of documents for utilization of EU IPA programs, as well as Operational Programs financed from the structural instruments of EU Cohesion policy;
- Coordinate preparation of criteria and methodology for selection and implementation of required background documents for preparation of public tenders and projects;
- Drafting and preparation of program and project documentation (including Terms of Reference and fund specific documentation) for research and development and innovation grant schemes (Thematic objectives 1 and 3) including the ex-ante feasibility study for financial instruments (Assessing the potential future use of financial instruments in Croatia, EIB, 2015).
- Preparation of project pipeline for the ESI funded activities within Operational Program Competitiveness and Cohesion 2014 – 2020
- Involvement and justification of Croatian Defense Industry for use of ESI funds.
- Presenting and promoting ESI funds to potential stakeholders, participating in capacity building of SMEs and public servants on ESI funds management and control and state aid issues.

EU funds related experience:

- Member of the evaluation board and steering committees for research, development and innovation grant schemes; Member of the EU MLE (Mutual Learning Exercise) group for evaluation of R&D investments; Member of HLG for creative and cultural industries; Contact person for RIS3 JRC platform for Croatia (until December 2017); Member of various groups and committees for the Operational programs for the Programming Period 2014-2020;
- Assessor within the following grant schemes (state aid, financial, innovation expertise): Commercialization of Innovation of SMEs, Croatian Centers of Competences, New Products and Services from research and development activities – IRI 1, IPA IIIc grant schemes, evaluation of public procurement for services.
- Member of Monitoring committee for OP Transport 2007-2013.
- Member of interministerial group for Smart specialization strategy of Croatia 2016 – 2020;
- Expert member of the OMC group on developing Entrepreneurship of Cultural and Creative Sectors (DG Education and Culture).
- Croatia appointed member of the Pillar I: Blue Growth of the EUSAIR – EU Strategy for Adriatic-ionian Region.
- Developing support and activities for clusters of competitiveness with Croatian Chamber of Economy.

Sector: Public Administration

03.2012. – 11.2012

Head of Department for financial support through grants Croatian Agency for SMEs, innovation and investments (HAMAG BICRO), www.hamagbicro.hr

- Creating and acting as a project leader of HAMAG BICRO's supporting instruments in the form of grants schemes and contribution to the development of “Poduzetnički impuls 2012”. Provision of projects in direct responsibility of HAMAG BICRO: evaluation, reporting, planning of resources, project proposals, preparation of statistics and analyses, participation In development of SME strategy of Croatia 2013 - 2020.

EU funds related experience and projects:

Member of the National council for e-business and development of Croatian e-business Strategy;

member of the evaluation board of pre-accession instruments (IPA IIIC); member of the steering committee for several projects, namely: project "Improvement of business competitiveness through e-business"; "Capacity building on national level"; "Support to cluster development", project "CABBS – Capacity building for business experts and business support institutions development".

Sector Public administration/business development

09.2009. – 02.2012

Head of Department for SME Development
Croatian Agency for SMEs, innovation and investments (HAMAG BICRO),
www.hamagbicro.hr

- Managing 11 people in the Department, directly responsible and report to the President of the Managing Board and for coordination of work with other Departments within the Agency;
- Responsible for managing and developing programs and projects developed for the SME sector in regard to SME and business infrastructure and consultancy services (grants, financial instruments);
- Member of the Shortlist Panel for IPA IIIC E-business competitiveness improvement programme, phase II;
- Member of the National Council for e-business, the advisory body of the Croatian Government in regard to the strategic development of e-business, its sustainable development and recommendations for policy making;
- Member of the Project Steering Committee IPA IIIC: E-business competitiveness improvement programme, advising and making proposals for the implementation of the Project, making comments in relation to the local e-business strategies, approving the tasks done by the project team;
- Member of the Project Steering Committee IPA IIIC: Support for Cluster Development, participating in the project development, making comments in relation to the current cluster development in Croatia;
- As a Committee member of the national project Grant Registry, involved in future development of the project in regard to the ICT and management of the Project;
- Preparation, design and implementation of 5-day training program for the certification of SME consultants within the project Consultant Network;
- Establishment of a Consultant Network service for SMEs.

U programs and projects:

Preparatory work for accreditation of the Agency as an implementing body for EU funds, cooperation with regional development agencies in the area of EU funds. As a member of workgroup (in preparing the ToR or its implementation) actively work on the following EU projects: "Improving Information to the Croatian Business Community – BIZIMPACT II", "Capacity Building of Business Service Professionals and Business Support Institutions", "Promotion and Provision of Advisory Services", "Improvement of administrative efficiency on national level"

Sector Public administration / business development

03.2009. – 08.2009

Project manager

Croatian Agency for SMEs, innovation and investments (HAMAG BICRO), www.hamagbicro.hr

- Implementation of national grant scheme projects for SMEs, evaluation of business proposals, evaluation of financial statements, preparation for grant agreements;
- Follow-up and control of completed grant scheme projects from previous years;
- Creation of monthly reports and statistics;
- Making recommendations for the improvement of grant scheme projects;
- **EU programs and projects:**

Participated in preparation of Croatian EU accession and system setup in relation to financial instruments and grants, etc.

Sector Public administration / business development

09.2006. – 03.2008

Project expert for cooperation project of Canton Srednjobosanski, BiH and Region Auvergne, France

Responsible for the development of projects defined by the agreement between governments of canton "Srednjobosanski", Bosnia and Herzegovina with the regional government of Auvergne, France in the area of business development and cooperation. Project value: 60.000 EUR

Sector Public administration

06.2002. – 08.2006 **Purchasing Manager**
Metalmerc d.o.o., www.metalmerc.com

Responsible for purchasing and market development, negotiations and analysis of the market conditions.
Reported directly to the CEO
Sector Private sector

EDUCATION AND TRAINING

09.2006 – 03.2008 **Master of Science in Project Management (MSc)**
Ecole Supérieure de Commerce Clermont-Ferrand, France
Master of Science in International project management (economy), graduated summa cum laude

09.1998 – 05.2002 **Bachelor of Science (bacc.oec) in Hotel and Resort Management**
Rochester Institute of Technology, Dubrovnik, Croatia, www.croatia.rit.edu

PERSONAL SKILLS

Mother tongue(s) Croatian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
French	A1	A1	A1	A1	A1
Serbian/Croatian/Bosnian/Montenegrin	B2	B2	B2	B2	B2

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
[Common European Framework of Reference for Languages](http://www.cedefop.europa.eu)

Communication skills

- Exceptional communication and negotiation skills both in English and Croatian, internal knowledge of national administration system and support institutions and stakeholders, excellent presentational skills and project development skills, participation in public events as participant, provision of training and education regarding EU Funds, experience in working with SMEs and clusters, social media experience, business development, team leadership, proficient IT and MS Office skills.

Job-related skills

- Project management, project and program planning, project budgeting, client relations, project pipeline management, developing and evaluating of EU funded projects and programs (especially in relation to Operational program Competitiveness and Cohesion 2014 – 2020), procurement documentation preparation, writing of strategic and other key documents (analyses, manuals, grading, reports, projections, innovation projects), designing Terms of References and beneficiary communication, problem solving skills and teamwork, prior experience in working with the world Bank staff (Croatian Competitiveness Reinforcement Initiative and other projects - Reimbursable Advisory Services Assistance to the Ministry of Economy for Clusters Competitiveness and GVC

Assessment).

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user	Proficient user	Proficient user	Proficient user	Proficient user

Levels: Basic user Independent user Proficient user

Drivers license

B, C