



Irena Jakimovska

Owner / Managing director

A results driven, self-motivated and resourceful managing director with a proven ability to develop and strengthen management teams in order to maximize company profitability and efficiency. Experienced leading and growing all sectors of a business to make it a dynamic and progressive organization. Possessing excellent communication skills and able to establish sustainable and profitable relationships with customers, suppliers and stakeholders across the world.

WORK EXPERIENCE

Comfy Angel Doo Prilep

MANAGING DIRECTOR August 2004 - Present

Responsible for the day-to day running of the business with a particular emphasis on business development.

Duties:

- Identifying, developing and directing the implementation of business strategy.
- Cultivating the company's reputation in the market & with customers & suppliers.
- Involved in planning & organizing the organization's activities to achieve targets.
- Responsible for the Profit & Loss responsibility for the business.
- In charge of leading, motivating and developing the management team.
- Liaising with officials of government departments and regulatory bodies.
- Reviewing, refining and developing the strategy and direction of the company.
- Building client relationships that result in revenue and profitability growth.
- Creating and maintaining links with other trade and professional associations.
- Keeping control of business expenditure, ensuring it's within agreed budgets.

KEY SKILLS AND COMPETENCIES

- Strong leadership's skills in board governance, new business development.
- Comprehensive understanding of financial management principles.
- Comprehensive understanding of social management principles.
- Entrepreneurial with commercial acumen and excellent management skills.
- A motivated team player who is results driven.
- Results-oriented with a positive outlook, and a clear focus on high quality and business profit.

ACADEMIC QUALIFICATIONS

Faculty of Political Sciences and Diplomacy
Bachelor of Arts in Diplomacy and International Politics
FON University Macedonia 2009 - 2013

Executive Program on Corporate Management (EPCM)
AOTS The association for overseas technical scholarship, Japan 2016

ACTIVE PARTICIPATION

- Member of the board of Directors and Assembly of the Economic Chamber of the Republic of Macedonia
- Vice President of Foreign Investors Council within Economic Chamber of the Republic of Macedonia Member of Rotary Club Prilep
- Member of Rotary Club Prilep
- Member of Management Board of FFM
- Member of Management Board of FC Pobeda – Prilep
- Member of Ivanov International School for Young Leaders

PERSONAL SKILLS

Commercial acumen

Innovative ideas

Inspiring innovation

PERSONAL DETAILS

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