

## **CURRICULUM VITAE**

**NAME:** Armen Kadriu

Date of birth: 21.02.1978

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### **CURRENT POSITION:**

President of the Administrative Board at the International University of Struga

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### **ACADEMIC QUALIFICATIONS:**

Institute of Economic Sciences, Skopje, Macedonia  
PhD in Marketing, Graduated 2005

University “Ss. Kiril and Metodij”, Skopje, Macedonia  
Master of Economic Science (MBA – in the field of Marketing),  
Graduated 2001

University “St. Kliment Ohridski”, Ohrid, Macedonia  
Bachelor in Tourism and Hospitality, Graduated 1999

### **ACADEMIC POSITIONS:**

2007 to date Lecturer, at International University of Struga, Macedonia

2005 – 2007 Academic Chief of FON University, Struga, Macedonia

2001 – 2005 Lecturer, at South-East European University, Tetovo, Macedonia

### **RESEARCH AND PUBLICATIONS:**

#### **PUBLICATIONS:**

1. *Initiating price changes in the Marketing, Graduate Thesis – Ohrid, Macedonia 1999*
2. *Processing the model for regional touristic resource, symposium “The Tourist propagation – condition for Tourism development”, Ohrid, Macedonia, June 1999*
3. *Ethics and Marketing , factors for Tourism developing, меѓународен научен конгрес „Tourism and Culture for Sustainable Development “Athena, Greece, July,1999*

4. *Specific strategy approaches for the new product at separate companies, international symposium, "Development alternatives: Economic and social aspects of the changes in the South East European Countries", Prilep, Macedonia, Decemeber, 1999*
5. *Presenting the companies on the global market, International symposium, "Economic and Legal Tourism aspects", Ohrid, Macedonia, October, 1999*
6. *"Analyze of the Country/Region attractiveness", Annual assembly of the Macedonian Marketing Association, Ohrid, Macedonia, May, 2001*
7. *"Marketing strategies in the separate phases of the product life cycle", Master Thesis, December, Skopje, Macedonia, 2001*
8. *Ethics in the International Marketing, International Conference – "Marketing strategies for entrance into the market", Ohrid, Macedonia, June, 2002*
9. *Marketing in the International market, International Scientific Conference in the Marketing field – Erasmus, Rotterdam, Holland, 2002*
10. *Practical Marketing Ideas, 195 Profitable tactics for your banking and insurance, Scientific Conference at the William Peterson University, Wayne, New Jersey, 2003,*
11. *Conference for incorporating the credit transfer system in the Republic of Macedonia, organized by the Civic Education Program, Hotel Biser, Struga, Macedonia, April 2003*
12. *"The Economic restrictions and risks of the export marketing in the Macedonian economy", Annual assembly of the Macedonian Marketing association, Ohrid, Macedonia, May 2003,*
13. *"The Marketing as a part of resolving the economic problems during the transition period in the R. Macedonia", Scientific Journal Visoni, Skopje, Macedonia, 2004,*
14. *"The Economic risks due to the stragglng in the marketing concept application in the Macedonian economy", Annual assembly of the Macedonian Marketing Association, Ohrid, Macedonia, October 2004*
15. *"No Development, without Marketing" Daily Journal Dnevnik, Skopje, 2004,*
16. *"Analysis of the advantages and disadvantages of the Macedonian economy" Prentice, Wien, Austria, December 2004,*
17. *"The product and its life cycle", Scientific Conference for stimulating the Macedonian export", December, Skopje, 2004*
18. *"International Market Research in function of establishing an International Marketing Strategy" Doctoral Dissertation, Economic Institute, Skopje, February, 2005*

19. "The influence of the FDI on the Macedonian export", *Annual book of the Faculty of Social Sciences, Skopje, 2005*
20. A. Kadriu, „Non-Linear Dynamics and Chaos: "The Case of the Price Indicator at the Athens Stock Exchange", *International Research Journal of Finance and Economics* ISSN 1450-2887 Issue 11 (2007) © Euro Journals Publishing, Inc. 2007.
21. A. Kadriu, „The Macro economy as an applicative science“, *The heritage, International University of Struga, 2010*
22. A. Kadriu, B. Ciglovska, „The dispute settlement mechanism in International Agricultural Trade“, *Iliria International Review – 2011/2, Prishtina*
23. B. Ciglovska, A. Kadriu, *The choice of foreign market entry mode: Mergers & Acquisitions versus Greenfield investments*, University of National and World Economy, Sofia, Bulgaria, 2011
24. N. Merko Zabzun, A. Kadriu, „Albania and the Financial crisis“ *Albania and crisis: What’s next?*, Mediterian University of Albania, December 2012
25. A. Kadriu, „The privatization process from transition towards consolidation“, University of Valona, Albania, 2012
26. A. Kadriu, „The Challenges of Bank Financing to SMEs Business Values and the Factors Affecting It.“ *The State University of Tirana*
27. A. Kadriu, „The role of SME in development economy of Macedonia“ *UBT, Prishtina, October 2012*
28. B. Ciglovska, A. Kadriu, *The Regional Integration as an impetus for the further economic development of the WBCs*, International Scientific Conference, Tirana, Albania, 2015
29. B. Ciglovska, A. Kadriu, “Opportunities and threats of Financial Globalization”, 2<sup>nd</sup> International Scientific Conference – Scientific Challenges for Sustainable Development – IUS Struga, April, 2015, Book of proceedings Nr. 2/2015, pg 240-258
30. A. Kadriu, *The Tourism development and its impact on the overall Economic and Environmental Development of the country*, *Journal of Environmental Protection and Ecology* 17, No.1, 257-267, Impact Factor (Web of Science) 0.838, JEPE 2011, 2016

## **BOOKS:**

1. A. Kadriu, H. Aliu, *“Introduction to Economy”*, script, October, 2002, Tetovo,
2. *“Bank Marketing”*, Armen Kadriu, Bosko Jakovski, Skopje, 2005
3. *“International Economy”*, Armen Kadriu, Skopje, 2005
4. Kadriu A., *„Economic textbook“*, Skopje, 2005
5. Kadriu A., *„International Economy“*, Skopje, 2005
6. Kadriu A., *„Economy“*, Skopje, 2006
7. Kadriu A., *„Introduction to Economy“*, Skopje 2006
8. Kadriu A., Jakovski B., *„Banking Marketing“*, Skopje, 2005
9. Kadriu A., Angjeli A., Naqelari A., *„Principles of Economy“*, IUS Struga, 2011
10. Kadriu A., Angjeli A., Naqelari A., *„Banking Marketing“*, IUS Struga, 2011 година
11. Kadriu A., Angjeli A., Naqelari A., *„Macroeconomy 2“*, IUS Struga, 2011
12. Kadriu A., Veljanoska F., Ciglovska B., *“International Economic Relations”*, IUS Struga, 2015

## **OTHER ACADEMIC ACTIVITIES:**

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| 2002-04 | President of disciplinary committee, Faculty of Public Administration, SEEU University                                     |
| 2002-04 | Project manager for collaboration with the William Paterson University- Wayne, New Jersey                                  |
| 2003    | Supervisor on the Conference for incorporating the credit transfer system in R. Macedonia- Civic Education Program, Struga |
| 2007-09 | President of the Administrative Board of the Euro College Struga   |
| 2009-   | President of the Administrative Board of the International University of Struga  |

September 2011 – March 2012 – Acting Rector of the International University of Struga

August 2012 – December 2012 - Acting Rector of the International University of Struga

August 2014 – November 2014 - Acting Rector of the International University of Struga