

PE3IOME

Nadiia Karpliuk

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Vinnytsia

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December 7, 1980

WORK EXPERIENCE

2005 – until now

Methodologist of educational programs, facilitator, trainer, business consultant, project manager, focus group moderator, specialist in conducting group creative sessions, speaker and moderator of festivals, conferences, hackathons, master facilitator of the "Active citizens" program from the British Council.

Trainer of training programs for UNDP, USAID, Save the Children, IRC, GIZ

Experience in the methodological development of training programs - more than 10 years

Experience as a trainer - more than 15 years

Project management experience - 15 years

2006 – until now

Individual entrepreneur Karpliuk NE

I carry out educational, consulting and organizational activities, according to the following NACE: 85.59, 72.20, 72.19, 73.20, 82.30, 58.19, 47.99, 70.22.

September 2020 –
until now

«K&K Consulting»

Managing partner

We provide comprehensive consulting to SMEs from business strategy development, marketing strategy, service design, business modeling, financial operational planning to the development and implementation of business processes.

February
2021–present.

Vinnytsia Automation and Instrument Making Cluster

(<https://www.aimcluster.org>)

Facilitator, project manager.

Project manager "Youth Career Navigation Center Career Route, Phase 2" within

the framework of the project "Supporting children and youth by strengthening the potential of grassroots rapid response initiatives in Ukraine", implemented by the public organization Association of Ukrainian Peacemaking Schools with financial support from Terre des Hommes Germany.

August-December
2024

Head of the curriculum and training aimed at developing an understanding of the importance of motivation in the professional development of students for specialists of career development centers of vocational (vocational) education institutions commissioned by the Project "Public-private partnership for improving vocational education in Ukraine (EdUp)"

Administered the project, negotiated with the customer, developed the training program, formed and coordinated the work of the coaching team, monitored and evaluated the effectiveness of the program.

September -
December
2024

from June
2024 to the
present.

Swiss Foundation for Technical Cooperation for Development "Swisscontact"

Methodologist-consultant of the Project "Public-Private Partnership for Improving Vocational Education in Ukraine (EdUp)"

I developed the structure of a training course to improve the competencies of heads of vocational education institutions, developed terms of reference for project contractors, supported and

monitored contractors in the methodology of their implementation of terms of reference, and supported and mentored 29 heads of vocational education institutions during the training program.

UA Anti-crisis (<https://anti-crisis.club/>)

August 2022
to present

Consultant, board member

Expert of the online express course "Check-up and business resuscitation", held from 1.10 to 8.11.2022 together with Diya.Business

September
2024
January 2025

Trainer of the educational project on career guidance and improvement of soft skills for applicants studying in graduation courses in vocational education institutions "Career Path: Dream! Plan! Implement! commissioned by the Project "Public-Private Partnership for Improving Vocational Education in Ukraine (EdUp)"

NGO "Agency for Sustainable Development and Innovation"

From
September
2023 to
January 2024

Project Manager "Youth Career Navigation Center Career Route" within the framework of the project "Supporting children and youth by strengthening the capacity of grassroots rapid response initiatives in Ukraine", implemented by the public organization Association of Ukrainian Peacekeeping Schools with financial support from Terre des Hommes Germany.

From June
2023 to
December
2023

Manager and trainer

of the adult education project "UPSkills" with the support of the Czech humanitarian organization "Person in Need" and funding from the European Union. Carried out general project management and conducted online trainings on the topic of "Financial Literacy"

From July
2021 to July
2022

Manager and trainer of the project

"Increasing the resilience of vulnerable categories of the local population of the city of Ukraine and the Selydiv urban territorial community through the creation of a youth social entrepreneurship and career guidance center "New Generation", which is implemented by the NGO "Agency for Sustainable Development and Innovation", funded by People In Need INGO within the framework of the EU COVID-19 Solidarity Programme for the Eastern Partnership. Carried out general project management and conducted online trainings on the topics of "Social Entrepreneurship", "Creative Entrepreneurship" and "Women's Entrepreneurship"

Vasyl Khmelnytskyi Foundation K.Fund (<https://kfund.ua/uk/>)

April -
October 2023

Project Coordinator

Project for providing consulting support and training on developing computer skills for staff of social protection, healthcare and education institutions in partner communities within the framework of the GIZ Program "Strengthening Resources for Sustainable Development of Host Communities in Eastern Ukraine", implemented by the Vasyl Khmelnytskyi K.Fund.

from October
2021 - to
October 2022

Project Coordinator

The project of conducting trainings on the development of computer skills for staff of social protection and healthcare institutions in partner communities within the framework of the GIZ Program "Strengthening Resources for Sustainable Development of Host Communities in Eastern Ukraine", implemented by the Vasyl Khmelnytskyi K.Fund.

Regional Development Agency of Vinnytsia Region

(<https://ardvin.org.ua/>)

April - May
2024

Trainer, consultant and methodologist of the training program: "Starting and developing a business in times of crisis" for entrepreneurs of the Kryzhopol and Tomashpol territorial communities.

May 2023 -
September
2023

and "Business development strategy during the crisis to ensure business continuity" within the framework of the project "Creating conditions for the restoration and continuity of micro, small, including relocated businesses of the Zhmerynka and Bar communities of Vinnytsia region through information and educational activities and development of a business support ecosystem", which is implemented by the international cooperation program "EU4Business: competitiveness and internationalization of SMEs", which is

June 2020- November 2020	<p>jointly funded by the European Union and the Government of Germany and implemented by the German federal company Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH</p> <p>Speaker and expert in evaluating the final works of participants of two training programs: "Skills lab: Own business" and "Skills lab: Successful career", which were implemented by the Regional Development Agency of Vinnytsia region with the support of the Center for Corporate Social Responsibility Development, the UN Population Fund in Ukraine - UNFPA Ukraine and the Ministry of Youth and Sports of Ukraine within the framework of the Pact for Youth-2020"</p>
August - October 2023	<p>Tech StartUp School (https://tsus.lpnu.ua/uk)</p> <p>Course trainer and co-author of the manual "R&D and Cooperation with Business" for scientists, teachers, non-academic and administrative staff of Ukrainian HEIs, with financial support from USAID within the framework of the "Economic Support to Ukraine" Project</p>
December 2020 – February 2022	<p>Vasyl Khmelnytskyi Foundation K.Fund</p> <p>K.Fund School Project Methodologist</p> <p>Provided methodological support to teachers of the "Entrepreneurship" course in three cities: Kharkiv, Kryvyi Rih, Cherkasy; monitored the quality of classes, checked the quality of developments (lesson notes, presentations, workbooks), and developed working materials.</p>
From October 2022	<p>CMC-Ukraine (https://www.cmc-ukraine.com/)</p> <p>Individual member of the Management Consultants Association.</p>
July 2019 – June 2020	<p>Director of the IT-Step Computer Academy in Vinnytsia</p> <p>Managed the branch, had 45 people (administrative staff and teaching staff) under her command. Main achievements: bringing the branch out of crisis, increasing the number of students, increasing the volume of services provided and profitability by 50%, forming a team and reducing staff turnover, implementing motivation systems for employees. Development and implementation of business processes.</p>
October 2017 – June 2021	<p>LLC "IQ Holding" (Lviv), LLC "Vector of Success"</p> <p>http://iqholding.com.ua/</p> <p>Lead trainer of training programs, master trainer.</p>
June 2018 – October 2018	<p>Trainer and coordinator of the Training Program "Development of Business Skills to Improve Economic Opportunities of Youth" together with Save the Children in Ukraine within the framework of the EU4Youth project "Better Skills for a Better Future" in the cities of Kramatorsk and Bakhmut.</p> <p>Managed the implementation of the project, developed and conducted 12-day training courses for young people on the topics of starting and running their own business, writing a business plan, finding financing, and presenting the project. Advised participants, was a member of the expert commission for evaluating business plans, and conducted post-grant mentoring.</p>
March 2018 – September 2018	<p>Trainer of the Ukrainian Women's Fund program "Financial Awareness for a Secure Future" within the framework of the USAID project "Financial Sector Transformation".</p>
December 2016 – October 2018	<p>Trainer of the program "Economic Opportunities for Conflict Victims" in collaboration with the Ukrainian Women's Fund with the assistance of USAID</p>
September 2010 – October 2017	<p>LLC Group of Companies "Territory Business" (Lviv)</p> <p>Lead trainer, Training Coordinator in the Vinnytsia region of the social training project.</p>

Conducted trainings in 28 districts of Vinnytsia region, in Khmelnytsia region, as well as in Kyiv for vulnerable groups of the population: pensioners, unemployed, people with disabilities; as well as for entrepreneurs in the social training project jointly with the State Employment Center.

Coordinated the work of a team of 10 regional trainers.

EDUCATION

September 2015 - February 2017

Berdiansk State Pedagogical University

Practical psychology

Master's degree in "Practical Psychology".

September 1997 - July 2002

Vinnitsia National Technical University

Faculty of Economics.

Specialty: Management of organizations. Qualification: Manager-economist.

ADDITIONAL EDUCATION

- Online course "Innovation and Entrepreneurship" (Krakow University of Economics) through Navoica, which was developed as part of the Developing Innovative Sustainable Cooperation Opportunities (DISCO) project.
- Training for mentors of the UPSHIFT program (UNICEF). (November 2023).
- Training for ILO trainers "Improve your business" (October 2023).
- Export Consultants Mastery was developed by the Visionest Institute in Ukraine (Estonia) in cooperation with the Office for Entrepreneurship and Export Development within the framework of the Action.Business national project, the financial support of the Office of the Coordinator of US Aid Programs in Europe and Eurasia of the US State Department within the framework of the 10th round of the U.S. Development Cooperation Partnership Program. (September 2023 - May 2024).
- The course "4InnoPipe", created within the framework of the consortium of the University of Helsinki, the Entrepreneurship Center of the University of Reutlingen and the Zagreb School of Economics and Management (EIT HEI Initiative), summer semester 2023, (150 hours, 5 ECTS credits) (February-May 2023).
- Training for trainers "IT Sales management", Orysia Girna, "Zozoola", with the support of the USAID project "Economic Support of Ukraine" (February-June 2023) (60 hours, 2 ECTS credits)
- Training program on solving cases "Case Mentorship", within the USAID project "Economic Support of Ukraine" (March-April 2023)
- ISO 20700:2017 Guidelines for Management Consultancy Services Training, CMC-Global (September 2022)
- SERVICE EXPORT UKRAINE program, Institute of Marketing, Estonia, (October 2021 - August 2022)
- Training for ILO trainers "Start and improve your business" (September 2021)
- Training "Marketing Services", supported by the EBRD, **Vladimir Chernyavsky**
- School of training and facilitation for educational / training formats, Insha Osvita (Ivano-Frankivsk). **Certified trainer and facilitator.**
- ToT on Financial Awareness of the Financial Awareness for a Confident Future Program of the USAID Financial Sector Transformation Project (Kyiv) **Certified Program Trainer.**
- School of Agents of the crowdfunding platform "Spilnokosht", Garage Gang, (Kyiv). **Certified Agent.**
- Training «Non-Profit Fundraising Training Course» within the project "Strengthening the management, fundraising and communications of civil society in Ukraine" with the support of the Visegrad Foundation and the Government of the Netherlands. (Kyiv)
- Training «Non-Profit Marketing and Communication Training Course» " with the support of the Visegrad Foundation and the Government of the Netherlands. (Kyiv)
- Advanced training for business skills trainers, Programme Economic Opportunities for People Affected by Conflict (EOPAC) by USAID. **Certified trainer.**
- ToT of Business Skills Development Project for People with Disabilities, Programme Economic Opportunities for People Affected by Conflict (EOPAC) by USAID. **Certified trainer.**
- Training of trainers on regulatory policy conducted within the **USAID** Leadership in Economic Governance Program (Kyiv). **Certified trainer.**