

## ***Curriculum Vitae***

### **VASSILIA (CELIA) HADJICHRISTODOULOU**

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1. **Family name:** Hadjichristodoulou
2. **First name:** Vassilia (Celia)
3. **Date of birth:** 25/05/1982
4. **Nationality:** British/Cypriot
5. **Civil status:** Married

**6. Education**

Name of Institution	Period of Attendance		Degree/Certificate acquired
	From	To	
University of Sheffield Management School (distant route), Organisational Behaviour area of expertise	2006	2013	PhD (Doctor of Philosophy) Title: Stakeholder perceptions of M &As human success factors: the case of Cyprus
University of Cambridge Judge Business School	2003	2004	MPhil. Management Studies, Overall grade: 70/100 (Merit) Dissertation title: "The psychological/ social factors in M & A activity and their influence on the performance of the new organization: Partner selection criteria". Organisational Behaviour area of expertise.
London School of Economics and Political Science Accounting and Finance Department	2000	2003	BSc Accounting and Finance. Overall grade: 77/100 (First Class)
Kykkos B' Lyceum Major subjects: Accounting, Economics, English, Political Science, Mathematics.	1997	2000	High school leaving (apolitirion) grade: 19 10/12 out of 20

**7. Languages:** Mark 1-5 for competence (1 – excellent, 5 – elementary)

Language	Reading	Writing	Speaking
Greek	1	1	1
English	1	1	1

**8. Membership of professional bodies:**

- Active Member of the Cyprus Federation of Business and Professional Women (BPW Cyprus)
- Founding member of Young BPW Cyprus, Vice-President of Directors' Council

**9. Other skills:**

- Excellent knowledge of SPSS, PowerPoint, Excel, Word.

**10. Present position:**

- Founder and Managing Director, GrantXpert Consulting Ltd
- Part-time Lecturer of Managerial Courses at Universities and Business Schools

**11. Key qualifications:**

- Handling the overall management of the company (Sales, Strategy, Administration, Marketing, Operations).
- Senior Consultant in national and European funding programmes
- In charge of monitoring the financial management of research projects: handling everyday payments and receipts from national and European programmes
- Presenter/trainer of European funding opportunities to seminars and events
- Responsible for preparing the budgets for proposals submitted under national and European funding programmes.

12. Professional experience record:

Company / Organisation	Period		Position	Description of Duties*
	From	To		
GrantXpert Consulting Ltd	04/2009	Today	Founder and Managing Director	Overall management of the company Senior Consultant in national and European funding programmes Presenter/trainer on EU funding programmes Trainer on leadership and employability skills for young graduates
Cyprus International Institute of Management (CIIM)	10/2015	Today	Visiting Lecturer for MSc Management students	In charge of the course "Career and Professional Development" and the practical workshop "Team-Building and Decision Making Skills". Developed the training material for both courses.
Cyprus Institute of Marketing (CIMA)	09/2013	07/2014	Visiting Lecturer for MBA students	Taught "Organisational Behaviour" and "Business Policy and Strategy". Developed the training material of both courses.
European University Cyprus (former Cyprus College)	10/2005	03/2009	Research Associate, Research Centre	-In charge of European funding programmes -In charge of the financial management of research projects of the University -Give targeted presentations to faculty members of each School for EU programmes
Cyprus College	02/2005	07/2007	Part-time Lecturer	Accounting, Organisational Behaviour
Intercollege	09/2004	02/2005	Part-time Lecturer	Office Behaviour Organizational Behaviour
Pascal English School (Private high school)	09/2004	07/2005	High School Teacher in the English School	Accounting (Elementary, Intermediate Level and O'Level), Economics (O'Level), Mathematics (O'Level)

### 13. Participation in EU projects

Project title	Implementation dates (start-completion)	Project value	Recipient/Contracting Entity	Responsibilities – Duties
EAGLES: Empowering and Activating the young Generation through the Learning of Employability Skills	01/04/2016-01/06/2017	150,000 EUR	GrantXpert Consulting	Project Coordinator
SCIENT: A European University-Business Alliance aiming to foster young SCIENTists' ENTREPRENEURIAL spirit	01/01/2015-01/01/2018	991,000 EUR	GrantXpert Consulting	Project Coordinator
WATIFY CYPRUS: Fostering Digital Entrepreneurship in Europe: raising awareness and the visibility of digital icons and creation of a European e-Mentors ecosystem	01/01/2014-30/06/2015	35,000 EUR	CITEA	Project Coordinator
EMPLOYSKILLS: The development and enhancement of employability skills for young university graduates of Cyprus	01/04/2014-01/09/2014	40,000 EUR	GrantXpert Consulting	Project Coordinator
ICT ENTREPRENEUR: A European University-Business Alliance aiming to foster the entrepreneurial spirit of ICT students	01/09/2014-01/09/2017	250,000 EUR	GrantXpert Consulting	Project Coordinator
YOUNG LEADERS: "Developing and enhancing leadership skills for young managers in times of crisis: an innovative training package for European young professionals"	01/10/2012-01/10/2014	280,000 EUR	Lead partner: GrantXpert Consulting Ltd Funded by the Leonardo Tol 2012 (LLP National Agency)	Project coordinator
BIOforLIFE: An awareness-raising campaign in Cyprus for appreciating biodiversity in our life	03/09/2012-15/09/2015	1,408,000 EUR	LIFE11 INF/CY/863	Proposal preparation Financial management and monitoring of project progress Monitoring of project impact
CREATIVITY IN EDUCATION: Teaching for creativity in Cypriot Universities: towards innovative pedagogical practices in promoting students' employability	01/09/2012-01/09/2014	120,000 EUR	GrantXpert Consulting Ltd (Lead partner: E.U.C Research Centre Ltd)	Partner in the project.

Liaison Offices between the Universities of Cyprus and the industry	01/03/2012-01/03/2015	210,000 EUR	Lead partner: GrantXpert Consulting Ltd	Project coordinator. Set up the liaison office for the Open University of Cyprus.
MEDIA TECH: The future of the media industry using innovative techniques	01/10/11-30/09/13	350,000 EUR	Funded by the Leonardo ToI 2011 (LLP National Agency)	Financial and Administration Manager
SOCIAL SME: Sustainability and social responsibility through learning in SME	01/10/2008-01/10/2010	300,000 EUR	Project coordinator: Kaunas University of Technology, funded by the Leonardo da Vinci TOI programme 2008	Researcher Financial Manager
The criteria used in selecting a partner in M & A activity and their influence on the performance of the new organization: The Case of Cyprus	01/03/2006-28/02/2009	85,000 EUR	Project coordinator: Cyprus College, funded by the Research Promotion Foundation (IPE), Cyprus	Main researcher (PhD studies) Financial management Coordination of partners' tasks
AccountSME: Training SMEs in adapting to International Accounting Standards	1/9/06-30/9/08	385,000 EUR	Project coordinator: Cyprus College Funded by the Leonardo da Vinci programme 2006	-Researcher: create online training material for SME managers and accountants -Financial management of the project for the whole consortium
Preparing DARIAH: Preparing for the construction of the Digital Research Infrastructure for the Arts and Humanities	1/192008-28/02/2011	2,500,000 EUR	-Project Coordinator: Data Archiving and Networked Services (DANS), Netherlands -European University Cyprus is a partner -Funded by the FP7 Capacities programme	-Contribute in raising awareness and promote dialogue between potential stakeholders on project-related developments -Help in developing a cost model for services related to data archiving and dissemination
INSETRom: Teacher In-Service Training for Roma Inclusion	1/12/007-30/11/2009	386,000 EUR	Cyprus College (project coordinator). Funded by the Life-Long Learning Programme-Comenius multilateral projects	-Financial management of the project for the whole consortium
SOCIAL EXCLUSION: Prospects for the integration of children from single-parent families in the framing of policy for fighting poverty and social exclusion: a comparative transnational approach	09/2005-08/2006	230,000 EUR	-Cyprus College (project coordinator) -Funded by the European Commission	-Financial management of the project for the whole consortium -Coordinate two audit reports for the two years of the project -Coordinate the external

				evaluation process of the project (ex-post control spot check).
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#### 14. Awards and Scholarships

- Three-year grant (€60,000) by the Cyprus Research Promotion Foundation for studying for a PhD for the period 2006-2009.
- Annual scholarship provided by the Cyprus Government for academic excellence in higher education studies:
  - For **undergraduate** studies, 2000 – 2003
  - For **graduate (MPhil) studies**, 2003 – 2004
- Award of scholarship (€5,000) by the University of Sheffield through the “Excellence Exchange Scheme” for PhD students. The scholarship covered the expenses of travelling to the USA and receiving training by the experts on M & As at the Business Schools of San Francisco State University and the University of New York (11-25 October 2007).

#### 15. Participation in national research projects

- “The criteria used in selecting a partner in M & A activity and their influence on the performance of the new organization: The Case of Cyprus”. Cyprus Research Promotion Foundation, 2006-2009.
- “Domestic Violence: Basic Problems, Recommendations for Prevention and Policy Measures. Comparison between Slovenia and Cyprus”, Research Promotion Foundation Bilateral Agreement (Cyprus-Slovenia), 2005-2007.
- EURES project: “Obstacles to Mobility to and from Cyprus”, funded by the European Commission and coordinated by the EURES (European Employment Services) of the Ministry of Labour and Social Insurance (July-November 2006).

## 16. Trainer in Seminars

Conference/Training Programme	Duration	From/To	Name of Organiser
Training Workshop on European (competitive) funding programmes for NGOs. Assignment by the government following formal tender procedure.	3 days	01/06-01/11/2016	Directorate General for European Programmes, Coordination and Development (DG EPCD), Cyprus
Training seminars on European (competitive) funding programmes for Small and Medium-sized Enterprises	1 day (organised twice in Nicosia and once in Larnaca/Famagusta, Limassol and Pafos)	01/12/2015-17/02/2016	Directorate General for European Programmes, Coordination and Development (DG EPCD), Cyprus
Development of Leadership Skills for Supervisors	3 days	01/06-15/07/2016	Eurofast Taxand Ltd (approved as an internal company seminar by HRDA Cyprus)
New funding programmes for Young and Women Entrepreneurs by the Ministry of Industry and Commerce	3 hours	25/02/2015	GrantXpert Consulting Ltd
Development of Leadership Skills for Supervisors (3 seminars for 3 different supervision teams)	3 days	20/01-20/02/2015	LGS Handling Ltd (approved as an internal company seminar by HRDA Cyprus)
Utilisation of European funding programmes from Cypriot Small and Medium-Sized Enterprises (2 separate seminars)	1 day	22-23/05//2015	GrantXpert Consulting Ltd
European funding programmes for Cypriot start-ups	8 hours	20/06/2014	GrantXpert Consulting Ltd
Utilisation of European funding programmes from small companies in Cyprus	1 day	10/04/2014	GrantXpert Consulting. Funded as an open seminar by HRDA Cyprus.
Development of Women and Young Entrepreneurship in Cyprus through EU funding programmes	3 hours	23/06/2011	GrantXpert Consulting Ltd
Funding Opportunities from national and European programmes for Sigma TV	60 hours	05/01-24/05/2011	Sigma Radio TV Public Ltd
Funding Opportunities for SMEs in Cyprus (2 separate seminars)	14 hours	11/05/2011, 15/06/2011	GrantXpert Consulting Ltd

European and national funding programmes for young people of Cyprus	2 hours	31/03/2011	Young BPW (Business and Professional Women)
Funding Opportunities from European and national programmes for Municipalities	7 hours	08/06/2010	GrantXpert Consulting Ltd. Funded as an open seminar by HRDA Cyprus.
Coordinated a public discussion on the topic "The development of Women Entrepreneurship in Cyprus"	1 day	17/11/2008	European University Cyprus Cyprus Federation of Business and Professional Women
Offered training seminars to the faculty members of the European University Cyprus on EU funding opportunities for research projects.  Each School of the University was offered a separate seminar, based on their own research interests.	1 day	20-28/9/2008	Research Centre, European University Cyprus
Offered training seminars on "EU funding opportunities for Cypriot SMEs".	1 day	21/10/2008 4/12/02008	European University Cyprus
Presented an academic paper in the EURAM 2008 Conference, under the Mergers and Acquisitions Track, entitled "A multi-disciplinary perspective of senior executives' perceptions on Mergers and Acquisitions in Cyprus".	2 days	14/-17/5/2008	University of Ljubljana, Slovenia
Offered training seminars on "Effective Diversity Management in the Workplace"	1 day	28/11/2008	European University Cyprus
Participated in the seminar "Mergers and Acquisitions in the Banking sector in Cyprus"	1 day	29/01/2007	"University of Monday" event, European University of Cyprus
Represented Cyprus in the conference "Together since 1957" for the celebrations of the 50 <sup>th</sup> anniversary since the Treaty of Rome.	3 days	22/3-25/3/2007	European Commission Office in Sofia, Bulgaria
Presented an academic paper in the "2 <sup>nd</sup> Annual South-East European Student Doctoral Conference".  Also awarded as one of the top ten papers of the conference.	2 days	21-23/6/2007	City College, Thessaloniki
Presented an academic paper in the "EBEN Doctoral Workshop 2007"	1 day	18/9/2007	University of Leuven, Brussels



## **17. Participation in conferences/seminars/info days**

- Attended the event “Women’s Partnerships in Cyprus”, where the results of a national study on the topic were presented. Organised by the European University Cyprus on the 9<sup>th</sup> of February 2009.
- Attended the info day on FP7 “People” programme, organised by the Cyprus Research Promotion Foundation on the 31/1/08, at Hilton Hotel.
- Attended the info day on FP7 “Research Infrastructures” thematic area of “Capacities” programme, organised by the Cyprus Research Promotion Foundation on January 2008.
- Attended the info day on the “Structural Funds 2007-2013” programme, organised by the Planning Bureau at the Cyprus Chamber of Commerce and Industry offices, on January 2007.
- Participated in the workshop “Innovation and Technological Excellence”, organised by the Cyprus Research Promotion Foundation in May 2007.
- Attended the info day on the new programme of the Cyprus Human Resource Development Authority for the period 2007-2013, at Hilton Park Hotel (October 2007).
- Attended the conference “European Competition Day 2006: Mergers”, organised by the DG for Competition on the 19<sup>th</sup> of June 2006 in Vienna, Austria.
- Attended the seminar on “Introduction to the EC’s Seventh Framework Programme for Research and Technological Development”, organised by the Cyprus Research Promotion Foundation in April 2006, Nicosia, Cyprus.
- Attended the seminar on “Life-Long Learning Programme 2007-2013”, organised by the Cyprus Productivity Centre in February 2007, Nicosia, Cyprus.
- Attended the seminar “World Competitiveness Report 2006”, organised by the Cyprus Development Bank in January 2007, Nicosia, Cyprus.
- Participated in the workshop on “FP7-Socio-economic sciences and humanities” presentation, organised by the Research Promotion Foundation in April 2007, Nicosia Cyprus.
- Participated in training seminar “Writing successful proposals under the 7<sup>th</sup> Framework Programme and CIP European programmes for the period 2007-2013”, organised by the Hungarian EU consultancy company Europa Media. The in-house seminar took place on the 25<sup>th</sup> of February 2008.

- Selected among 15 Greek-Cypriots to participate in the information visit to Brussels, organised by the Representation of the European Commission in Cyprus, 22-25 July 2008.

**18. OTHER RELEVANT INFORMATION:**

- HRDA (Cyprus Human Resource Development Authority) certified trainer in accordance with the Vocational Qualifications System AxioPistoSyn.
- Received funding to start my own company (GrantXpert Consulting) under the National Scheme “Supporting Women Entrepreneurs” of the Ministry of Energy, Industry, Commerce and Tourism in 2009 (ranked 1<sup>st</sup> among 151 proposals).
- 97% success rate in preparation of application forms and business plans on behalf of GrantXpert’s clients in receiving funding under the Schemes Youth Entrepreneurship and Women Entrepreneurship (2009-2015).

Signature:

A handwritten signature in blue ink, appearing to read "Aelia Hadjic". The signature is written in a cursive style with a horizontal line underneath.

Date:

20/08/2016