

# Resume

## PERSONAL

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Name, Surname Pauls Irbins  
Date of Birth: March 19th, 1975  
Living Address: 2d-24 L.Paegles str., Cesis, Cesu nov., LV4100, Latvia  
Contacts: Cell Phone: +371 29 423324  
Email: [irbins@gmail.com](mailto:irbins@gmail.com)  
Skype: irbins  
Marital Status: Married with a beautiful woman, 2 turbo-active kids

## EDUCATION

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2005 – 2006 **Goldratt Schools**, TOC (theory of constraints) application expert programme. TOCICO (TOC International Certification organization) certified "TOC application expert in operations and Distribution"  
1999 – 2002 **University of Latvia**, Faculty of Economics and Management, Master of Business Economics, Thesis on Knowledge Management and System Behaviour  
1993 – 1999 **University of Latvia**, Faculty of Economics and Management, Bachelor of Business Economics, Thesis on Consumer Behaviour  
1993 - 1994 Civic Education Project: Introductory Microeconomics, Intermediate Microeconomics  
1994 EuroFaculty Riga: International Trade and Finance, Intermediate Macroeconomics

## PROFESSIONAL TRAINING AND CONSULTING EXPERIENCE

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2005 – Present Process auditing and strategic development assessment projects for production and distribution companies.  
2003 – Present Sales process organization and optimization in production companies, banks, non-governmental organizations in European Union countries  
2001 – 2004 Marketing process consultations on "Permission Marketing" for Advertising companies and Journals  
2003 – 2005 **Course "Business Creativity"**, Stockholm School of Economics in Riga, Lecturer, Advisor.  
1997 **Course "Basics of Business and Economics"**, Agenskalna Gymnasium, lecturer for 11<sup>th</sup> Grade  
1994 – 1995 **Course "Microeconomics"**, University of Latvia, assistant to Dr.Skapars

## **BUSINESS AND EMPLOYMENT**

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- Dec 2010 – Present      **Vidzeme Centre for Innovation and Entrepreneurship**, Chairman of the board  
*Responsibilities: Management of the organization, Strategic Development, Sales and Marketing for three Science Centres ([www.zinoo.lv](http://www.zinoo.lv), [www.zilibrinumi.lv](http://www.zilibrinumi.lv), [www.lielvardi.lv](http://www.lielvardi.lv))*
- Sep 2007 – Present      **PI projekti IK**, Owner, Trainer  
*Responsibilities: Developing new training and consulting products, selling consulting products, Conducting trainings.*
- Feb 2010 – Apr 2011      **Cesis Municipality**, Project manager for "Vidzeme Center of Innovation and Entrepreneurship"  
*Responsibilities: Project management, Strategic Development, Publicity.*
- Feb 2010 – Apr 2012      **GRANDEG Ltg**, Deputy Director, Business Partner  
*Responsibilities: Strategic Management, Change Management, Optimization project.*
- Aug 2004 – Sep 2007      **TOC Solutions Ltd.**, Owner, Director of Business Development, Trainer  
*Responsibilities: Developing new training and consulting products, selling consulting products, Conducting trainings.*
- Apr 2002 – Mar 2004      **Saga International Ltd.**, International relations manager  
*Responsibilities: Developing new markets in Western Europe, establishing contacts with potential customers, new product development*
- Jun 2001 – Jan 2002      **Translation and Terminology Centre**, Deputy Director  
*Responsibilities: Assist Director in Strategic planning, Control Strategic plan implementation, Internal Audit*
- Aug 2000 – Dec 2000      **Ting Tai Constructions Co Ltd. (Taiwan)**, Project consultant  
*Responsibilities: Analyse project performance, develop project management solutions*
- Aug 1999 – Aug 2000      **AS Laima**, export manager  
*Responsibilities: Developing new markets in Eastern Europe, establishing contacts with potential customers, attending international fairs*
- Oct 1997 – Mar 1999      **Hanza Lizings Ltd.**, Head of car lease project  
*Responsibilities: Developing market of car lease in Latvia, establish and manage a team of car lease managers*
- Feb 1996 – Oct 1997      **BKD Ltd.**, Head of industrial door sales department  
*Responsibilities: Managing the department of 4 people*

## **SOCIAL ACTIVITIES**

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- Sep 2013      First Baltic Space festival, "Zinoo-2"<http://goo.gl/vghgn4>  
Jan 2013 – Present      Chairman of the Board "Krājaizdevu Apvienība"  
Okt 2012      First Latvian stratospheric probe "Zinoo-1" <http://goo.gl/p0TVi>

Jan 2011 – Present	Ministry of Science and Education, Representative of Latvian Chamber of Commerce for establishment of Latvian Space Agency
Aug 1997 – Present	AIIESEC Latvia Alumni, trainer, consultant
Jan – Jun 2001	“Riga 800”, project manager assistant
Jun 1996 – Jul 1997	AIIESEC Latvia, vice president for projects and programmes
Jan 1995 – 1996	AIIESEC Latvia, president
Aug 1994 – Jan 1995	Founding AIIESEC in Latvia

#### International Conferences attended

Nov 1996	Association of Latvian Intelligence, Conference on Higher Education, Riga, Latvia, speech “Role of youth in development of education’s system”
Jun 1996	UN conference on human settlements HABITAT II , Istanbul, Turkey, youth representative on government’s delegation
Oct 1995	UN Conference on Social Development WSSD, Copenhagen, Denmark, participant in NGO Forum
Jul 1995	International conference “Economic Education in Economies of Transition (problems and solution)”, Riga, Latvia, participant

### **SKILLS**

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Languages:	Latvian – native Russian – fluent English –fluent German – conversational French – basics and small understanding Chinese – basics
Driving Licence:	Categories B, C1
Pilot Licence:	PPL (Private Pilot Licence), in progress
PC software:	MS Office, HTML (basics), Google Sketchup (basics)

### **HOBBIES**

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Physics, Snowboarding, Languages, Psychology, History, Science Fiction