

**PERSONAL INFORMATION**TIRANA 10<sup>th</sup> JANUARY 2013

Name

Address

Telephone

E-mail

Nationality

Date of birth

**WORK EXPERIENCE**

• Dates (from – to)

**Scientific/Professional Grade**

• Name and address of employer

• Type of business or sector

• Occupation or position held

**ILIR HOTI****LAGJA NR 5 RR. M.ULQINAKU, NR. 89 DURRES****069 20 58 426**

ilirhoti@yahoo.com, ilirhoti@ifibi.com

Albanian

10 MAY 1957

**January 2014-** Actually**Prof. As. Dr, Financial Engineer***DEAN OF FACULTY OF BUSINESS –UNIVERSITY ALEXANDER MOISIU DURRES**LECTURER –UNIVERSITY ALEXANDER MOISIU DURRES/ALBANIA on ‘FINANCIAL & BANK MANAGEMENT’, ‘RISK MANAGEMENT & INSURANCE’**SENIOR LOCAL BANKING EXPERT –INTERNATIONAL FUND FOR AGRICULTURE DEVELOPMENT [UNITED NATIONS ROME]**PROJECT COORDINATOR (LOCAL)– AARC DUBLIN/IRELAND**CHAIRMAN ADVISER & SENIOR RESEARCHER –UNIQA GROUP AUSTRIA/ SIGAL**LECTURER – AGRICULTURAL UNIVERSITY OF TIRANA TIRANA/ALBANIA on ‘MANAGERIAL FINANCE’**SENIOR BANKING EXPERT –INTERNATIONAL FUND FOR AGRICULTURAL DEVELOPMENT –IFAD, ROME/ITALY**MARKET DEVELOPMENT RESEARCHER –GERMAFIN/SWITZERLAND**ASSOCIATE MEMBER -BANKING Consultancy Consortium –INSTANBUL/TURKEY**SENIOR ADVISER IN INSURANCE –SIGAL HOLDING & UNIQA GROUP AUSTRIA**CHAIRMAN –ALBANIAN COMMISSION FOR BROKERS LICENSING IN FINANCIAL SUPERVISING AUTHORITY OF ALBANIA [AUTORITETI MBIQEYERJES FINANCIARE TË SHQIPERISE]***SIGNIFICANT PUBLICATIONS***‘FINANCIAL MANAGEMENT’ 360 PAGES [2009], ‘FINANCIAL MANAGEMENT’ 410 PAGES [2011]**‘RISK MANAGEMENT AND INSURANCE INDUSTRY’ 640PAGES, [2011]**‘ENCYCLOPEDIA OF BANKING, BUSINESS, ECONOMICS, ETC.’ 1600 PAGES [2001]’***EDUCATION***LECTURER OF ‘MACROECONOMICS’**LECTURER OF ‘FINANCIAL MANAGEMENT’ AND ‘BANK MANAGEMENT’**LECTURER OF ‘RISK MANAGEMENT AND INSURANCE INDUSTRY’**PROJECT COORDINATOR ‘IFRS AND ACCOUNTING FOR FINANCIAL INSTITUTIONS’**SENIOR MENTOR/TRAINER || RAIFFEISEN BANK, BKT, BISBANCA, SOCIETE GENERALE, CREDIT AGRICOLE, ALBANIAN BANKERS ASSOCIATION, SIGAL UNIQA GROUP AUSTRIA**‘FINANCIAL ENGINEERING INSTITUTE OF BANKING AND INSURANCE’ TIRANA/ALBANIA**CAPACITY BUILDING, PROJECT MANAGEMENT**GENERAL MANAGER**‘SIGAL INSURANCE COMPANY’ TIRANA/ALBANIA**SENIOR ADVISER***2005-2006***‘BUSINESS BANK’ PRISHTINE/KOSOVA –LEADER OF RECOVERING TEAM***BANKING***SENIOR ADVISOR***2002-2004***–MINISTRY OF ECONOMY AND INDUSTRY PRISHTINE/KOSOVA**SENIOR CONSULTANT ‘ELECTRONIC GOVERNMENT TRAINING CENTER’, TRAINING, ...**2000-2002*

–ISTANBUL INDUSTRIAL CHAMBER OF TEXTILE INDUSTRY [ISMET PASA MAH, ISMET PASA CAD, 65/6]

MARKET DEVELOPER & SENIOR PROJECT FINANCING/PROJECT MANAGER EXPERT

1998-1999

**Banking Consultancy Consortium**

-II Danismanlik Sakir Kesebir Sk. Balmumcu, Plaza 1 Daire 9

-Senior Expert –“Bank/Finance Management, Emerging Market, Banking Technology

1994-1997

Star/Business Clinic Rr. M. Muca Nr 89 Durres & Rr. Dubrovnik, Nr. 39/Pristina

“English→Italian→Albanian Encyclopedic Dictionary of Accounting, Banking, Economics, ..

1991-1993

**August 1993** “Who is Who” –World Link”

**State Bank of Albania Rr. Deshmoret e Kombit Nr 3 Tirana/Albania**

Governor

Chairman of the Board

Banking System Restructuring and Reforming, Banking Training Center Establishment, etc.

**International Monetary Fund**

Governor

1991-1993

1991

**American University Washington DC**

Financial Engineering in AU

Business Communication, Quantity/Quality Management Engineering, Econometrics

1989-1990

**Foreign Commercial Bank Durres / Albania**

Manager, Credit Risk, Business Risk Management, Foreign Exchange, Company Culture, etc.

1987-1989

**Agricultural Bank Durres / Albania**

Manager

Financial Analyst, Macro/Micro economic management issues, Credit Risk, Business Risk Management, Foreign Exchange, Company Culture, etc.

1981-1987

**Agricultural University & Agricultural Bank Durres / Albania - Lecturer**

## EDUCATION AND TRAINING

• Dates (from – to)

• Name and type of organization providing education and training

• Principal subjects/occupational skills covered

• Dates (from – to)

• Name and type of organization providing education and training

• Principal subjects/occupational skills covered

• Title of qualification awarded

## PERSONAL SKILLS AND COMPETENCES

OTHER TONGUE

### OTHER LANGUAGES

• Reading skills

### Computer Skills

**Illir Hoti**

November 1991-January 1992

International Monetary Fund

Banking System Restructuring –*Central Bank establishment , Commercial Bank Establishment (BKT), Banca di Roma (Joint Venture)*

October 1991

American University Washington D.C

Financial Management, Management, Descriptive Statistic, Public Administration, Financial and Government Accounting, etc.

Financial Engineering on Bank Restructuring

## ALBANIAN

### SKILLS:

ITALIAN

ENGLISH

FRENCH

TURKISH

MICROSOFT OFFICE

### Reading

Excellent

Excellent

GOOD

BASIC

### Writing

Excellent

Excellent

GOOD

BASIC

### Verbal

Excellent

Excellent

GOOD

BASIC