

CURRICULUM VITAE

1. Family Name:	LIMA
2. First Name:	DEMIR
3. Nationality:	Albanian
4. Citizenship:	Kosovo
5. Date of Birth:	14.10.1973
6. Gender:	Male
7. Contact details:	Rexhep Luci Str.4/7 Prishtinë
<i>Email:</i>	Demir.limaj@uni-prizren.com
<i>Tel:</i>	+38345200200
8. Education Degree:	
<i>Institution:</i>	Secondary school in Malishev
<i>Study Date:</i>	1988-1992
<i>Diploma:</i>	Gymnasium
<i>Institution:</i>	University of Prishtina Faculty of Economics
<i>Graduation date:</i>	2001
<i>Department:</i>	The economy of the enterprise
<i>Diploma:</i>	Graduated economist
<i>Institution:</i>	Economic Faculty Master Degree
<i>Graduation date:</i>	2010
<i>Department:</i>	Management
<i>Diploma/ Master of Science:</i>	Master of Economic Science
<i>Institution:</i>	European University of Tirana
<i>Graduation date:</i>	2016
<i>Faculty:</i>	Economic
<i>Department:</i>	Management
<i>Diploma/ Doctorate:</i>	Doctor of Economic Science Topic: "Foreign Direct Investment in Kosovo - Analysis of Foreign Investment Attractiveness and Their Role in the Economy"

9. Publications:			
Scientific journals			
Nr.	Name of author/authors Title of the paper	Journal title	Year / Volume / Pages
1	Prof.Ass.Dr. Demir Lima "Analysis of the Attractiveness of Foreign Direct	European Journal of Economics, Law and Social Science, Austria <i>ISSN 2519-1284</i> Road Directory of Open Access Scholarly Resources,	02.06.2019 <i>Austria</i> <i>Vol.3 No.2-</i>

	<i>Investments in Kosovo's Economic Development</i>	World Wide Science, DOAJ, Google Scholar, Global	June 2019
2	Prof. Ass. Dr. Demir Lima <i>"The main issues preventing Kosovo's economic development"</i>	Academic Journal of Bussines Administration, Law and Social Sciences https://doaj.org/search? https://worldwidescience.org/wws/desktop/en/results.html https://scholar.google.com/scholar www.iipcccl.org	Vol.3 No. 3 November 2017
3	Prof. Ass. Dr. Demir Lima <i>"Effects of Marketing in Different Stages of Development"</i>	Academic Journal and Business Administration, Law and Social Sciences IIPCCL - ICIS IV Publication ISSN 2410-3918, https://scholar.google.com https://doaj.org/article/520066312a0643b5b1c8929ca8f15654 www.iipcccl.org	Tirana- Albania Vol. 2 No. 2 July 2016
4	Prof. Ass. Dr. Demir Lima <i>"Contemporary marketing aspects and types of marketing"</i>	International Institute for private, Commercial and Competition Law- ICIS IV Fourth Conference on "Interdisciplinary studies"2016 Publication ISBN: 978-9928-214-21-8	June 2016 Albania
5	Prof. Ass. Dr. Demir Lima <i>"Profile of Kosovo and macro-economic aspects"</i>	<i>ICTEA 5, 2016</i> The fifth international conference on New Advanced Methodologies and Techniques in Scientific Research Publication ISBN 9789928218032	April, 15-17 2016 Split, Kroatia
6	Prof. Ass. Dr. Demir Lima <i>"Foreing Direct Investment and the Global Crisis in the Western Balkans"</i>	Academic Journal of Interdisciplinary Studies Publication ISSN 2281-3993 (print) ISSN 2281-4612 (online)	July, 2015 Rome, Italy Vol 4, No 2 (2015)
7	Prof. Ass. Dr. Demir Lima <i>"Advantages of Kosovo in Foreign Direct Investments"</i>	Slovakia Academic Publishing AJBEA- Academic Journal Of Business, Economics and Acountary Publication ISSN 1726-9699	July 2015, Slovakia
8	Prof. Ass. Dr. Demir Lima <i>"The Role of Human Resources and the Main Impacts of the payment system"</i>	European Academic Research ISSN 2286-4822, Rumania Impact factor 0.485 (GIF) DRJI VALUE: 5.9 (B+) ISSUE	October, 2013,
9	Prof. Ass. Dr. Demir Lima <i>"Globalization and Impact on Economic Development of Kosovo"</i>	University College "Pjeter Budi" Institute for Studies - Pristina "Management of economic resources for development of transition countries" ISBN- 978-9951-492-07-2, Prishtina	May, 2013
	Prof. Ass. Dr. Demir Lima <i>"Promotion Process and</i>	European university of Tirana	October, 2012

10	<i>Marketing in the Enterprise</i>	“Freedom International Review” ISSN 2192-7081 2012/2 Tirana	Tirana
11	Prof. Ass. Dr. Demir Lima <i>"Kosovo's challenges towards EU integration"</i>	European university of Tirana “Global Challenge” – ADSH ISSN 2227-8540, fq.42	November, 2012 Tirana

Papers in international congress			
Nr.	Name of author/authors / Title of the paper	Congress name / Institution / Place	Year/ Volume/ Pages
1	Prof. Ass. Dr. Demir Lima <i>"Analysis Of The Factors Considered In Foreign Direct Investments In Kosovo"</i>	3 rd International Conference on sustainable Development Virtual Conference	05-06 June 2015 Rome, Italy
2	Prof. Ass. Dr. Demir Lima <i>"Foreing Direct Investment and the Global Economics Crisis in the western Balkans"</i>	April 02-03 2015 Ulcinj, Montenegro The 7th International Scientific Conference	2015 Ulcinj, Montenegro
3	Prof. Ass. Dr. Demir Lima <i>"Strategic Management and the Importance of Supply Chain Enterprise"</i>	27-28 March 2015 Dubrovnik, Kroacia ICTEA 2015 Fourth International Multidisciplinary Conference	2015 Dubrovnik, Kroatia
4	Prof. Ass. Dr. Demir Lima <i>"Globalization and Its impact on economic development of Kosovo"</i>	International Research Conference on Business, Economics and Social Sciences	29-30 december 2014 Dubai,UAE
5	Prof.Ass. Dr. Demir Lima <i>"Factors Influencing Managerial Decision Making"</i>	Center for Political Studies and International Relations Tetovo ISSN-1857-825X online:ISSN1857-8543	September 2013 "Diskutime"
6	Prof. Ass. Dr. Demir Lima <i>"The Role of the Education and Economic Development System"</i>	Second Academic Scientific Conference 29 June 2013 “Challenges of Balkan countries towards EU integration ISSN-1857-825 nr.6 fq.94 Tetovë Maqedoni	2013 Tetovo, Macedonia

	<i>in Kosovo</i> ”		
7	Prof. Ass. Dr. Demir Lima ““ <i>The Effects of Good Governance and FDI, and Portfolio on Kosovo's Economic Development and Globalization Impacts</i> ”	Ministry of Education of Kosovo, Prishtina Fifth Science Conference-Science Week 2013	May, 2013 Prishtina
8	Prof. Ass. Dr. Demir Lima ” <i>Impact of Globalization on Economic and Social Developments in Kosovo</i> ”	Fifth Scientific Conference - Globus Prishtina Globalization, Development, public policy & Management “A business development perspective” ISBN 978 – 9951-582-07-0,	September, 2012 Prishtina

Books, book chapters and textbooks

Nr.	Name of author/authors / Title of the book, chapter, textbook	Editor / Place	Year / Pages / ISBN
1	Prof.Ass.Dr.Demir Lima <i>Contemporary Decision Making</i>	National and University Library of Kosovo, Prishtina 2014	“Fama” College 2014 198 p ISBN 978- 9951-599-08-5

10. Work Experience:

Institution	"Ukshin HOTI" University
Date:	01.10.2019 – Present
Place:	Prizren
Institution Name:	Economic Faculty
Position:	Assistant Professor
Description:	Professor of subject: Business Decision Making, Business Communication, Logistics & Distribution, Professional Practice.
Institution	"Ukshin HOTI" University
Date:	01.10.2018-01.10.2019
Place:	Prizren
Institution Name:	Economic Faculty
Position:	Lecturer

<i>Description:</i>	<i>Lecturer of subjects: Business information system</i>
<i>Date:</i>	<i>01.10.2019 - actual</i>
<i>Place:</i>	Pristina
<i>Institution Name:</i>	Kosovo Telecom
<i>Position:</i>	Chief Executive Advisor
<i>Date:</i>	<i>04.01.2019-01.10.2019</i>
<i>Place:</i>	Pristina
<i>Institution Name:</i>	Kosovo Telecom
<i>Position:</i>	Sales Director
<i>Date:</i>	<i>April 2018-03.01.2019</i>
<i>Place:</i>	Prishtina
<i>Institution Name:</i>	Kosovo Telecom
<i>Position:</i>	Sales and Marketing Advisor to the Deputy Chief Executive Officer
<i>Date:</i>	<i>December, 2014-April 2018</i>
<i>Place:</i>	Prishtina
<i>Institution Name:</i>	Kosovo Telecom
<i>Position:</i>	Sales and Marketing Advisor
<i>Date:</i>	<i>December 2009 - 2014</i>
<i>Place:</i>	Prishtina
<i>Institution Name:</i>	Kosovo Telecom
<i>Position:</i>	Director of Marketing Department
<i>Date:</i>	<i>July 2008 – December 2009</i>
<i>Place:</i>	Prishtina
<i>Institution Name:</i>	Kosovo Telecom
<i>Position:</i>	Director of Sales and Distribution
<i>Date:</i>	<i>January, 2007 – July 2008</i>
<i>Place:</i>	Prishtina
<i>Institution Name:</i>	Post and Telecommunication of Kosovo JSC
<i>Position:</i>	General Sales Manager
<i>Date:</i>	<i>2004 - 2007</i>
<i>Place:</i>	Prishtina
<i>Institution Name:</i>	The parliament of Kosovo
<i>Position:</i>	Member of the Parliament of Kosovo
<i>Date:</i>	<i>February 2006- January 2007</i>

<i>Place:</i>	Prishtina
<i>Institution Name:</i>	Post and Telecommunication of Kosovo JSC
<i>Position:</i>	Post office project manager
<i>Date:</i>	<i>September 2004 – February 2005</i>
<i>Place:</i>	Prishtina
<i>Institution Name:</i>	Post and Telecommunication of Kosovo JSC
<i>Position:</i>	Acting Pristina Regional Manager
<i>Date:</i>	<i>2002 - 2004</i>
<i>Place:</i>	Prishtina
<i>Institution Name:</i>	Post and Telecommunication of Kosovo JSC
<i>Position:</i>	Distributor of Post - Telecom of Kosovo products
11. Education and training:	
<i>Date:</i>	<i>2006-2007</i>
<i>Qualified achievement:</i>	“International Public Procurement Expert”
<i>Principal Topics / Professional Skills Acquired:</i>	Managing Public Procurement Procedures
<i>Organized: Institution Name:</i>	University of Business and Technology (UBT)
<i>National and international level of qualification:</i>	International
<i>Date:</i>	<i>September,24 2012</i>
<i>Qualified achievement:</i>	<i>CERTIFICATE OF ATTENDANCE</i>
<i>Principal Topics / Professional Skills Acquired:</i>	<i>IPOP-Model”From idea to cash in the Bank: toolbox for seizing opportunities” Raphael H Coen</i>
<i>Organized: Institution Name:</i>	International Business Conference-Pristina
<i>National and international level of qualification:</i>	International
<i>Date:</i>	<i>May 29 2012</i>
<i>Qualified achievement:</i>	<i>CERTIFICATE OF ATTENDANCE</i>
<i>Principal Topics / Professional Skills Acquired:</i>	Marketing 3.0 – Value Based Marketing
<i>Organized: Institution Name:</i>	MDA (management development associates) Dr. Philip Kotler’s Seminar -Prishtinë
<i>National and international level of qualification:</i>	International

Date:	May, 2011
<i>Qualified achievement:</i>	EFQM Leaders For Excellence
<i>Principal Topics / Professional Skills Acquired:</i>	<i>Leaders For Excellence</i>
<i>Organized: Institutional Name:</i>	Institute For Total Quality Managment - Zurich Zwitcerland
<i>National and international level of qualification:</i>	International.
Date:	April, 8 2011
<i>Qualified achievement:</i>	Career with Competence
<i>Principal Topics / Professional Skills Acquired:</i>	EDUCATION FAIR
<i>Organized: Institutional Name:</i>	EDUCATION FAIR - Prishtinë
<i>National and international level of qualification:</i>	International
Date:	June, 23-24 2010
<i>Qualified achievement:</i>	
<i>Principal Topics / Professional Skills Acquired:</i>	International Financial Reporting Standards - Updated
<i>Organized: Institutional Name:</i>	IFRS Update 2010 London Great Britain
<i>National and international level of qualification:</i>	International
Date:	May, 05 2010
<i>Qualified achievement:</i>	<i>For successfull particiation in "ITTF 2010 "Fair</i>
<i>Principal Topics / Professional Skills Acquired:</i>	Information Tecnology Trade Fair
<i>Organized: Institutional Name:</i>	<i>Panairi Ndërkombëtar International Fair ITTF Prishtinë</i>
<i>National and international level of qualification:</i>	International
Date:	October,30 2010
<i>Qualified achievement:</i>	

<i>Principal Topics / Professional Skills Acquired:</i>	“European chief Marketing Officer Conference”
<i>Organized: Institutional Name:</i>	GDI-Gottlieb Duttweiler Institute-Zurich Switzerland CMI conference 2010
<i>National and international level of qualification:</i>	International
Date:	2009
<i>Qualified achievement:</i>	
<i>Principal Topics / Professional Skills Acquired:</i>	“Technological Development of Fix and Mobile Telecommunications”
<i>Organized: Institutional Name:</i>	
<i>National and international level of qualification:</i>	International
Date:	2006
<i>Qualified achievement:</i>	Project manager
<i>Principal Topics / Professional Skills Acquired:</i>	Project management
<i>Organized: Institutional Name:</i>	Post and Telecommunication of Kosovo JSC
<i>National and international level of qualification:</i>	
Date:	2006
<i>Qualified achievement:</i>	Certificate in Strategic Management
<i>Principal Topics / Professional Skills Acquired:</i>	Strategic Management
<i>Organized: Institutional Name:</i>	Genesis (Greece) - PTK JSC
<i>National and international level of qualification:</i>	International
Date:	2006
<i>Qualified achievement:</i>	Certified trainer
<i>Principal Topics / Professional Skills Acquired:</i>	Customer care
<i>Organized: Institutional Name:</i>	Genesis (Greece) - PTK JSC

<i>National and international level of qualification:</i>	International		
Date:	December 2005		
<i>Qualified achievement:</i>	Project Design Manager		
<i>Principal Topics / Professional Skills Acquired:</i>	Human Resource Management, Management Analysis and Risk, Implementation of Planning Projects		
<i>Organized: Institutional Name:</i>	Crown Agents & PTK JSC		
<i>National and international level of qualification:</i>	International		
12. Additional Information:			
<i>Organizational Skills and Competences:</i>	Excellent		
<i>Computer Skills and competences:</i>	Word, Excel, Access, Power Point, SPSS		
<i>Language Skills: (1 to 5: 1 Evaluation lower- 5 fluent)</i>			
<i>Language</i>	<i>Conversatio n</i>	<i>Writing</i>	<i>Reading</i>
Albanian	5	5	5
English	4	4	4
Serbo-Croatian	4	4	4
Rewards and memeberships:			