

SRDJAN SOKOLOVIC

SKILLS

Product Strategy · Microsoft Office ·
CRM · Business Strategy · Power Point ·
Feasibility Studies · Financial Reporting ·
Data Analytics · Business Intelligence

STRENGTHS

💎 **Business Development**
Expert in defining and implementing strategies to improve business efficiency and increase profits.

💎 **Stakeholder Collaboration**
Proficient in collaborating with stakeholders, evaluating systems requirements, and tracking revenue trends.

EDUCATION

PhD studies, Technology ENG.

Faculty of Technology, University of Novi Sad
2015 - 2020 Novi Sad, Serbia

MBA for Executives

Cardiff Metropolitan University
2013 - 2015 Cardiff, UK

M.Sc. – Master Chemical Engineering

Faculty of Technology, University of Novi Sad
2002 - 2009 Novi Sad, Serbia

Software Engineering

ITAcademy (18 subjects)
2022 - 2023 Belgrade, Serbia

Android Mobile Development

ITAcademy (15 subjects)
2021 - 2022 Belgrade, Serbia

LANGUAGES

English Proficient ●●●●●
Serbian Native ●●●●●

PASSIONS

💎 Travel

Business Development Expert

+381 63 565 198 @ srdjan.sokolovic@live.com
<https://www.linkedin.com/in/srdjan-sokolovic/> Belgrade, Serbia

SUMMARY

Accomplished professional with more than twelve years of work experience largest vertically integrated energy companies in Southeast Europe. Persistent in defining short-term and long-term strategies, business development and improving business efficiency in order to increase client's profits. Excels in competition and price analysis as well as in market segmentation and other market research. Offering exceptional skills in lead generation. Skilled in collaborating with stakeholders to evaluate and communicate systems requirements, track revenue trends, and conduct ROI analysis. Excels in data visualization. Committed to driving innovation and delivering actionable insights in a fast-paced, remote environment.

EXPERIENCE

Business Owner 2022 - Present
Sowa Solutions Serbia

Business with international presence which offers services in business development, general consulting and production of online conferences.

- Providing business development services to clients, resulting in the establishment of new business relationships with companies/clients. Collaborated with clients from the USA and EU, expanding the client base by 20%.
- Referral and Consulting services regarding potential investment in projects.
- Producing and Organizing online conferences with 4 to 6 eminent speakers.
- Marketing of conferences through social media with 20% increase in number of attendees.
- Generating 1.000 Leeds database of potential attendees per conference.
- Finding sponsors for the conferences.

Expert in business development 2014 - 2022
NIS Group Serbia

One of the largest vertically integrated energy companies in Southeast Europe. Worked in Block for Sales and Distribution which is part of Downstream Division.

- Conducted market research and performed analysis for the development of 5 new products, including market segmentation analysis, competitor analysis, and price analysis.
- Developed 5 new products by determining product costs, locating regulatory requirements and legislation, and defining the strategy how to break into untapped markets.
- Improved existing product performance by optimizing operational expenses and enhancing the quality-price ratio, resulting in a 15% increase in customer satisfaction.
- Wrote proposals for ESG projects with 90% approved rate by the investment commission and managed them successfully 100%. Lead domestic and international projects with budgets up to 2.5 million EUR.
- Actively worked in SAP and achieving 100% compliance in tender procedures, record of the service performed, projects, etc.
- Prepared technical documents and training materials to support operational activities, improving efficiency and accuracy in day-to-day operations and reducing errors by 25%.
- ESG reporting to Ministry of Environment of Republic of Serbia for more than 4 years.
- Collaborated with state authorities during 10 inspections, ensuring 100% compliance with regulations and avoiding 10 penalties.

Specialist in business development 2010 - 2014
NIS Group Serbia

Worked in Organizational Affairs Function and Block for Refining

- Achieved a 20% improvement in operational efficiency by creating organizational schemes and providing administrative support during key changes.
- Managed inventory and materials in SAP (Materials Management Module), maintaining up to 1% discrepancy of accountant materials inventory with physical state of materials inventory.
- Coordination with the production of lubricants according to ISO 9001.



It is hereby certified that
Ar dystir drwy hyn y derbyniwyd

SRDJAN SOKOLOVIC

has been admitted by Cardiff Metropolitan University to the degree of
gan Brifysgol Metropolitan Caerdydd i radd

MASTER OF BUSINESS ADMINISTRATION

Merit

On/Ar 29 July 2015 / 29 Gorffennaf 2015

Having been examined in accordance with the regulations of the University
Ar ôl sefyll arholiad yn unol â rheolau'r Brifysgol

Details of location of study and language of instruction/assessment used are set out in the
academic transcript

Ceir manylion am leoliad yr astudiaethau a'r iaith dysgu/asesu a ddefnyddiwyd yn yr
trawsgrifiad academaidd

20089377


Vice-Chancellor



Cardiff
Metropolitan
University

Prifysgol
Metropolitan
Caerdydd



Issued: 29 July 2015

TRANSCRIPT

Student Name: Srdjan Sokolovic
Student ID number: 0007ADAD1113
Cardiff Met ID number: 20089377
Programme: Master of Business Administration (MBA)
Programme Commenced: Nov 2013
Programme Completed: Feb 2015
Award Date: Jul 2015

LONDON SCHOOL OF COMMERCE BEOGRAD
BEOGRAD
Broj 171/2015
Datum 29.07.2015 god.

Subject	Grades
Marketing Management	CR
Financial Management and Analysis	CR
Managerial Skills and Entrepreneurship	PS
Strategic Management	DI
International Business	PS
Managing Human Capital	CR
International Marketing Management	CR
Research Methodologies	CR



Aleksandra Krstić
Head of Academic Administration



Distinction (DI) = Above 70%
Credit Pass (CR) = 60% - 69%;
Pass (PS) = 40% - 59%;
Fail (FL) = Below 40%;
Fail (D) = Fail because of plagiarism



THE REPUBLIC OF SERBIA

UNIVERSITY OF NOVI SAD

Founder: The Republic of Serbia

The Autonomous Province of Vojvodina

Operating licence No. 114-022-64/2015-03 issued on 03 February 2015

by the Autonomous Province of Vojvodina, Provincial Secretariat for Science and Technological Development

FACULTY OF TECHNOLOGY NOVI SAD

Founder: The Republic of Serbia

The Autonomous Province of Vojvodina

Operating licence No. 114-022-258/2013-03 issued on 27 March 2013

by the Autonomous Province of Vojvodina, Provincial Secretariat for Science and Technological Development

DIPLOMA



Srđan (Slobodan) Sokolović

born on 13 August 1983, Novi Sad, the Republic of Serbia, enrolled in the academic year 2015/2016, on 26 June 2020, completed the third degree doctoral academic studies at the study programme CHEMICAL ENGINEERING with an academic work load of 180 (one hundred and eighty) ECTS credits with a grade point average of 9.86 (nine point eight six).

The title of the doctoral dissertation is: „Simultaneous effect of bed permeability, fiber diameter and oil phase inlet concentration on the separation of mineral oils from wastewater“

In testimony whereof, he is being conferred this diploma of acquired scientific title of

Ph. D. IN TECHNOLOGY ENGINEERING

Diploma number: 15-3/15-D, 29 June 2020
In Novi Sad

DEAN

Prof. Biljana Pajin, Ph.D.

TECHNOLOGY
NOVI SAD

RECTOR

Prof. Dejan Jakšić, Ph.D.

UNS04PD01456



THE REPUBLIC OF SERBIA



University of Novi Sad, Novi Sad, Dr Zorana Đinđića 1
Faculty of Technology Novi Sad, Novi Sad, Bulevar cara Lazara 1



DIPLOMA SUPPLEMENT

Valid only if accompanied by the diploma

number issued on year

This Diploma Supplement provides a description of the nature, level, context and status of the studies that were pursued and successfully completed by the individual named in the diploma to which this supplement is appended. Information in all eight sections should be provided. Where information is not provided, an explanation should give the reason why.

1. INFORMATION IDENTIFYING THE HOLDER OF THE DIPLOMA

1.1 Name:

1.2 Surname:

1.3 Date of birth (day/month/year):

1.4 Student identification number:

Unique Master Citizen Number:

2. INFORMATION IDENTIFYING THE DIPLOMA

2.1 Acquired (professional, academic, scientific) title:

2.2 Scientific/artistic/professional field(s) of study for the diploma:

2.3 Name and status of awarding higher education institution:

2.4 Name and status of awarding higher education institution (if different from 2.3):

2.5 Language of instruction/examination:

3. INFORMATION ON THE TYPE AND LEVEL OF STUDIES

3.1 Type and level of studies:

3.2 Length of studies:

3.3 Admission requirements:

4. INFORMATION ON THE CONTENTS AND RESULTS GAINED

4.1 Mode of study:

4.2 Name of the study programme and its objectives:

4.3 Please see next page for programme details:

4.4 Grading scheme:

Grades	Meaning of the grade	Number of points	
		from	to
10	ten	91	100
9	nine	81	90
8	eight	71	80
7	seven	61	70
6	six	51	60
5	non-passing grade	0	50

The lowest passing grade is **6**, and the highest one is **10**; the grading scheme is numerical, without statistical grade distribution guidance.

4.5 Grade point average:

4.3 Programme details and the individual grades obtained:

No.	Code	Course Name	Status	ECTS	Total number of classes			Year of study programme	Grade	Professor/Lecturer (surname and name)	
					Lectures	Tutorials	Other				
					1.	DSEEI05	Improved conversion processes				E
2.	DSZI21	Advances in heat and mass transfer	E	10	60	30	0	1	10 (ten)	Jokić Aleksandar	
3.	DSZO101	Methodology in scientific research	C	10	90	30	0	1	9 (nine)	Bošković Goran, Srdić Vladimir, Pilić Branka	
4.	DSHI02	Industrial ecology	E	10	60	30	0	1	10 (ten)	Šečerov-Sokolović Radmila	
5.	DSHI03	Advances in chemical thermodynamics	E	10	60	30	0	1	10 (ten)	Jokić Aleksandar	
6.	DSEEI06	Exergy analysis of the technological processes	E	10	60	30	0	2	10 (ten)	Bera Oskar	
7.	DSNPI01	Advances in petroleum refining processes	E	10	60	30	0	2	10 (ten)	Govedarica Dragan	
8.	DSDD 1	Preparation of Ph.D. thesis 1	C	5	0	0	0	1	Satisfactory	Vulić Tatjana	
9.	DSDD 2	Preparation of Ph.D. thesis 2	C	5	0	0	0	2	Satisfactory	Vulić Tatjana	
10.	DSDD 3	Preparation of Ph.D. thesis 3	C	20	0	0	0	2	Satisfactory	Vulić Tatjana	
11.	DSDD 4	Preparation of Ph.D. thesis 4	C	20	0	0	0	3	Satisfactory	Jokić Aleksandar	
12.	DSSIR 1	Study research 1	C	5	0	0	120	1	Satisfactory	Vulić Tatjana	
13.	DSSIR 2	Study research 2	C	5	0	0	120	2	Satisfactory	Vulić Tatjana	
14.	DSSIR 3	Study research 3	C	10	0	0	300	2	Satisfactory	Vulić Tatjana	
15.	DSSIR 4	Study research 4	C	10	0	0	300	3	Satisfactory	Jokić Aleksandar	
16.	DSSIR 5	Study research 5	C	10	0	0	300	3	Satisfactory	Jokić Aleksandar	
17.	DSDD5	Preparation of Ph.D. thesis	C	20	0	0	0	3	Satisfactory	Jokić Aleksandar	
Total number of ECTS credits:				180	Grade point average:			9.86			

Note: **designation C** - compulsory course; **designation E** - elective course; **designation *** - recognized grade (in the column with grades); **designation **** - grade complying with the grading scale that applied prior to entry into force of the Law on Higher Education (Official Journal of the Republic of Serbia, no. 88/17, 27/18 - other law and 73/18)

Title of doctoral dissertation: Simultaneous effect of bed permeability, fiber diameter and oil phase inlet concentration on the separation of mineral oils from wastewater

Doctoral dissertation defence committee:
 President: Bojana Ikončić Member: Vlada Veljković Member: Oskar Bera
 Member: Arpad Kiralj Member: / Mentor: Aleksandar Jokić

Date of defence of doctoral dissertation (dd/mm/yyyy): 26 June 2020

Extracurricular activities/courses (educational activities not falling within the scope of the regular curriculum):

No.	Course/Activity	No. of classes	Faculty	Grade	ECTS	Professor/Lecturer

Total number of ECTS credits: 180 (one hundred and eighty)

5. INFORMATION ON THE FUNCTION OF THE DIPLOMA

5.1 Access to further study:

Life-long learning in different study fields by applying acquired knowledge gained in the field of doctoral studies.

5.2 Professional status (if applicable):

After finishing the studies, PhD - technology engineering is fully trained to fulfill the objectives of the study program or module.

6. ADDITIONAL INFORMATION

6.1 Additional information about the student:

This Diploma Supplement is issued with a diploma with the serial number: UNS04PD01456.

6.2 Further information sources about the institution:

1. Additional information about the institution

Founder: National Republic of Serbia, National Assembly

Founder: Autonomous Province of Vojvodina,
Provincial Secretariat for Science and
Technological Development

Work permit: IV no. 410, from 1st July 1959

Work permit: 114-022-258/2013-03, from 27th March 2013

2. Accreditation of higher education institution:

Accreditation of higher education field of the Faculty:

Accreditation of study programme:

Accreditation of research field of the Faculty:

Certificate of accreditation number 612-00-01141/2012-04, from 1st February 2013

Certificate of accreditation number 612-00-01141/2012-04, from 1st February 2013

Certificate of accreditation number 021-01-17/69, from 26th February 2013

3. Data about the institution: www.tf.uns.ac.rs; www.uns.ac.rs; www.mpn.gov.rs

7. CERTIFICATION OF THE SUPPLEMENT

7.1 Number:

15-3/15-D

Date:

29 June 2020

7.2 Capacity:

Prof. Biljana Pajin, Ph.D., dean

Capacity:

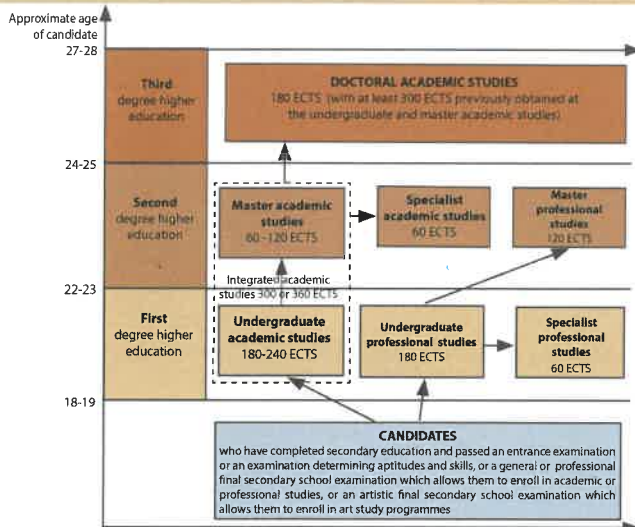
Prof. Dejan Jaksic, Ph.D., rector

7.3 Official seal and signature:

Official seal and signature:



8. INFORMATION ON THE HIGHER EDUCATION SYSTEM IN THE REPUBLIC OF SERBIA



8.1 Types of higher education institutions and their status

Based on the Law on Higher Education the activity of higher education is performed by the following institutions of higher education:

- **University** - A university is an independent institution of higher education which, within its activities, unites educational, scientific, professional and/or artistic work and research, as components of a unique process of higher education. A university may implement all types and levels of studies. An institution of higher education has the status of a university if it conducts academic study programmes at all levels of studies, within at least three of the following fields: natural sciences and mathematics, social sciences and humanities, medical sciences, technical and technological sciences and the arts. As an exception to this rule, a university can be founded in the field of the arts if it has all three levels of studies in at least three areas of art.
- **Faculty or Academy of Arts which is integrated into the university** - A faculty or an academy of arts is an institution of higher education, i.e. a unit of higher education within a university, which implements academic study programmes and develops scientific research, and skilled, i.e. artistic, work in one or more areas. A faculty or academy of arts may also conduct professional study programmes. A faculty or an academy of arts acts in legal matters under the name of the university into which it has been integrated and under its own name, in accordance with the Statute of the university.
- **Academy of Professional Studies** - An academy of professional studies is an independent institution of higher education which, within its activities, unites educational, professional and artistic work and research as components of the unique process of higher education. An academy of professional studies may conduct undergraduate professional studies, specialist professional studies and master professional studies. An institution of higher education has the status of academy of professional studies if it implements at least five accredited professional study programmes in at least two fields.
- **Advanced School** - An advanced school is an independent institution of higher education which conducts undergraduate academic, specialist and master academic studies in one or more areas.
- **Advanced School of Professional Studies** is an independent institution of higher education which conducts undergraduate professional, master and specialist professional studies in one or more areas. The institutions listed here are independent institutions of higher education, with the exception of faculties and academies of arts.

8.2 Types, levels and organization of studies

The activity of higher education is conducted through academic and professional studies on the grounds of approved, i.e. accredited, study programmes which lead to higher education qualifications.

In **academic studies** the academic study programme is implemented with the purpose of training students in the development and application of scientific, professional and artistic achievements. There are three degrees of academic studies.

First degree academic studies are undergraduate academic studies.

Second degree academic studies are master and specialist academic studies. Integrated academic studies are undergraduate and master academic studies integrated together.

Third degree academic studies are doctoral academic studies

In **professional studies** a professional study programme is conducted to train students in the application of professional knowledge and skills necessary for their inclusion in the workplace. There are two degrees of professional studies.

First degree professional studies are undergraduate professional studies and specialist professional studies.

Second degree professional studies are master professional studies.

8.2.1 Undergraduate (academic or professional) studies

Undergraduate studies are organized by all institutions of higher education as expected under the Law on Higher Education. Undergraduate academic studies last three or four years with a total of 180 to 240 ECTS. Undergraduate professional studies last three years with a total of 180 ECTS.

Study programmes for undergraduate studies may require a final thesis. Those completing undergraduate academic studies comprising the minimum of 180 ECTS or lasting minimum three years, acquire a professional title with a designation of the first degree academic studies qualification in the corresponding area. Those completing undergraduate academic studies comprising at least of 240 ECTS, i.e. lasting at least four years, acquire a professional title of Bachelor with Honours with a designation of the first degree of academic studies qualification in the corresponding area. Those completing undergraduate professional studies acquire a professional title with a designation of the first degree of professional studies qualification in the corresponding area.

8.2.2 Master (academic or professional) studies

Master academic studies may be organized by a university, faculty or advanced school. Master academic studies last one or two years, depending on the volume of previous undergraduate academic studies, so that their cumulative volume totals a minimum of 300 ECTS. Master academic study programs require an obligatory final thesis presentation. Those completing master academic studies acquire the academic title of Master, with a designation of a second degree master's academic studies in the corresponding area.

Master professional studies last two years and comprise 120 ECTS. Master professional study programmes require an obligatory final thesis presentation. Those completing master professional studies acquire the professional title of Professional Master.

8.2.3 Integrated academic studies

Academic study programmes may be also organized as integrated undergraduate and master academic studies (integrated academic studies) with a minimum of 300 ECTS and a maximum of 360 ECTS (academic study programme in medical sciences).

8.2.4 Specialist (academic or professional) studies

Specialist studies last one year at least with a total of at least 60 ECTS and can be academic or professional. Specialized study programmes may require a final thesis. A person completing specialist studies acquires a professional title of Specialist with a designation of the second degree qualification of academic or first degree qualification of professional studies in the corresponding area.

8.2.5 Doctoral academic studies

Doctoral academic studies may be organized by universities, faculties and academies of arts. Doctoral academic studies last at least three years with a total of at least 180 ECTS and with previous undergraduate and master academic studies of at least five years and a total of 300 ECTS. A Doctoral dissertation is the final part of the Doctoral academic study programme, with the exception of a Doctorate in Arts where it can also be an artistic project. Exceptionally the Doctor of Science degree can be obtained by those who have completed medical studies and have completed a specialization on the grounds of a defended dissertation based on papers published in top-tier international scientific journals.

8.3 Grading system

Students' progress in specific courses is continuously monitored during lectures and is expressed by a point system. A student may obtain the maximum 100 points by fulfilling pre-examination obligations and by passing a final examination. The distribution of points obtained by fulfilling pre-examination requirements and by passing the final examination is established by the study programme within the following range: pre-examination requirements can be worth a minimum of 30 points and a maximum of 70 points. Students' performance at the final examination is evaluated by grades ranging from 5 (non-passing grade) to 10 (ten). An institution of higher education may prescribe other, non-numerical methods of assessment by establishing the relationship between non-numerical grades and those from 5 to 10. How the final examination is administered and how it is evaluated is regulated more closely by a general act of an individual institution of higher education.

8.4. Conditions for enrolment and continuation of higher education

Enrollment of students in academic, professional or art studies shall be conducted by an institution of higher education acting in compliance with the law. The institution of higher education will enroll candidates who have passed a general or a professional final secondary school examination in academic or professional studies, and candidates who have passed an artistic final secondary school examination in art study programmes. The institution of higher education shall establish ranking criteria based on which it will rank and select candidates for enrolment into studies.

Until the time the statutory act regulating the general, professional and artistic final secondary school examinations starts to apply, candidates for enrolment into first degree studies shall take the entrance examination or an examination determining aptitudes and skills in accordance with the internal rules of the institution of higher education.

Acting in compliance with its internal rules, the institution of higher education shall draw up a list ranking the candidates for enrollment in first degree studies on the basis of the following criteria: overall performance achieved during their four-year secondary education, the achievement at the final secondary school examination, results achieved at the entrance examination or, respectively, the examination for determining the candidate's aptitudes and skills, and if applicable, on the basis of candidate's success achieved at the national and/or international competitions. The candidate who is ranked within a set number of students established in accordance with the Law on Higher Education acquires a right to enroll in first degree studies.

Students of **first degree** studies at another institution of higher education, those who have already acquired higher education at other first degree studies, and those whose student status had expired in accordance with the aforementioned Law, can enroll in first degree studies if they submit such a request provided that they meet the conditions and the procedures prescribed by the internal rules of the institution of higher education.

Candidates can enroll in **second and third degree** studies if they meet the conditions and procedures prescribed by the internal rules of the institution of higher education and set forth in the enrollment competition.

8.5. Operating permit and accreditation

An institution of higher education can start to operate upon obtaining an operating permit. The competent Ministry of the Republic of Serbia or the competent authority of the Autonomous Province of Vojvodina shall issue the operating permit upon request of the institution of higher education. The institution of higher education shall submit a request for its own accreditation and for accreditation of its study programme no later than one year upon issuing of its operating permit.

The institution of higher education can enroll students upon obtaining a certificate of accreditation of an institution of higher education and of its programme.

The request for accreditation shall be submitted to the National Accreditation Body through the Ministry in charge of higher education, using the form the content of which shall be specified by the National Accreditation Body.

The purpose of accreditation is to establish that the institution of higher education and its study programmes meet the standards specified by the National Council for Higher Education, and that the institution of higher education is entitled to issue public documents in accordance with the Law on Higher Education.

The National Accreditation Body shall issue a certificate of accreditation or a decision rejecting the request for accreditation. The institution of higher education may appeal the decision rejecting the request for accreditation within 15 days from the date of receipt. The appeal shall be forwarded to the National Council for Higher Education through the National Accreditation Body. The institution of higher education is entitled to repeat its request for accreditation 90 days upon the date of decision rejecting its initial request for accreditation.

8.6 National sources of information

• **Ministry of Education, Science and Technological Development,**

Nemanjina 22-26, 11000 Belgrade, Republic of Serbia;
Phone: +381/11/363 11 07; Fax: +381/11/361 64 91; web: www.mpn.gov.rs

• **National Council for Higher Education,** "Serbia" Pallace,
Bulevar Mihajla Pupina 2, 11070 Belgrade, Republic of Serbia;

• **National Entity for Accreditation and Quality Assurance in Higher Education of Serbia – NEAQA,** "Serbia" Pallace,
Bulevar Mihajla Pupina 2, 11070 Belgrade, Republic of Serbia;

• **Provincial Secretariat for Higher Education and Scientific Research,**
Bulevar Mihajla Pupina 16, 21000 Novi Sad, Republic of Serbia, AP Vojvodina;
Phone: +381/21/487 46 41, Fax: +381/21/456 986, web: apv-visokookobrazovanje.vojvodina.gov.rs