



# Olivera Vukajlović

**Date of birth:** October 11th 1989.

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## Education

### Bachelor of economy

2012  
Master studies

2008 – 2012  
Bachelor of economy, University of Montenegro

2004 – 2008  
Grammar school Slobodan Škerović, Podgorica

## Emphasized

- Fluent in English CAE degree, Turkish (B2) and Spanish (A2)
- 8 years of experience in financial (banking) sector
- Commercialist (for large corporate) of the year in NLB bank for 2019
- Student of the generation 2004.-2008. in Grammar school Slobodan Škerović in Podgorica

## Working experience

May 2021-present

### Acting Head of the Directorate for competitiveness enhancement in Ministry of economic development

- Managing of the subject Unit within the Ministry of economic development
- Policy-making focused on supporting investment processes and business environment, SME segment, woman entrepreneurship, green and circular economy
- Making contacts with domestic and international institutions in order to improve competitiveness

May 2018 – May 2021

### Key account manager (Corporate department in NLB banka)

- Management of the portfolio of large corporate clients and State, negotiations with the clients
- Preparation of the proposals for loan and guarantees approval for decision making process
- Financial and balance sheets analysis of the large companies
- Presentation of the strategies for the key and group clients in front of the decision-making bodies of the bank
- Implementation of the approved loan and guarantees contracts
- Preparation of the reports

November 2016. – May 2018

### Officer in Work out department of NLB Banka

- Management of the assigned portfolio - initiating forced collection procedures to the competent state bodies, managing and monitoring them, representing the Bank in the respective procedures
- Operational Risk Management detection (LER application)
- Preparation of the proposals for the decision-making bodies – restructuring scenarios
- Communication with law offices, law enforces and notary publics

2016 - 2014

### Officer in Work out department of CKB Banka

- Analyzing of clients' financial and legal position in attempt to discover the cause of the inability of the debtor to settle the obligations, analysis of the collateral behind the exposure and checking of the registration of the collateral, holding meetings with them in order to arrange new ways of repaying problematic loan (reprogramming, conducting legal process if necessary)
- Implementation and monitoring of realization of the brought decisions, preparation of the necessary documentation for activation of all types of collateral and initiation of legal actions, reporting of the decision-making bodies about the realization of the brought decisions

2014 – 2012

### Officer in Call Center of CKB Banka

- Daily communication with clients and answering to their needs
- Providing solutions and presenting bank's offers and products
- Market research and questionnaires

## Other experiences

### **Attendee | International house of Cambridge (CAE)**

A year of attending an English course – Certificate in advance English and gaining this level of education

### **Attendee | Yunus Emre Enstitüsü**

Four years of attending a course of Turkish language and gaining B2 level of education followed by summer school in 2017. in Istanbul.

### **Attendee | Educo Centar**

Two years of attending a course of Spanish language and gaining A2 level of education

### **Intern | Ministry of foreign affairs and European integrations (Directorate for EU accession)**

Participation in process and coordination of activities in areas of analysis and reporting on process of Montenegro's accession to the EU, preparation for the opening of negotiations and cooperation of state bodies with institutions

## Prizes and acknowledgements

- Commercialist of the year 2019. for large corporate in NLB Bank
- Student of a generation 2004.- 2008. in Grammar school
- Best attendee of the Turkish course 3 years in a row