

ORJON XHOXHI

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EDUCATION

2013 – Present **UNIVERSITY OF COPENHAGEN (DENMARK)**

- PhD : The Focus of the PhD project is on trading relationships in food value chains

2011 – 2012 **UNIVERSITY OF COPENHAGEN (DENMARK)**

- Msc : Sustainable Development in Agriculture
- Main area of study: Sustainable development in developing countries
- Learning how to improve the living conditions of the local populations and about the economic and social changes needed to develop an area.

2010 – 2011 **UNIVERSITY COLLEGE CORK (IRELAND)**

- Msc : Food Business
- Main area of study: Strategic Management and Marketing in the Food Sector
- Evaluating current food consumer and food industry trends, policy issues and drivers and strategies impacting on the evolving food supply chain.
- Design and operationalise innovative marketing strategies for competitive market.

2008 – 2010 **AGRICULTURAL UNIVERSITY OF TIRANA (ALBANIA)**

- Msc : Enterprise Management

2005 – 2008 **AGRICULTURAL UNIVERSITY OF TIRANA (ALBANIA)**

- Bachelor: Agribusiness Management

KEY SKILLS

- IT Skills: SPSS, R, Microsoft Excel, Word, Power point.
- Languages: English & Italian.
- Verbal and written communication
- Analytical skills – Very good at data analysis and problem solving
- Critical thinking
- Strong driven to success: Goal-oriented and results driven
- Organized – Outstanding organizational skills
- Flexible and adaptable to different situations and environments
- Creative and Innovative
- Team work
- High attentions to details
- Motivated to listen and learn

WORK EXPERIENCE

2012 – PRESENT Agricultural University of Tirana, Faculty of Economics & Agribusiness

- Position: Lecturer
- Subjects: Food Marketing & Agribusiness Management

JUN-SEP/2011 Internship at Nutribio Ltd (Ireland)

- Supervising and coordinating a Nutribio project.
- Analyzing a number of databases (e.g. sales database).
- Creating a number of templates in excel for a better management of company's data.

JAN-AUG/2010 Working part time for FCDG (*Foreign Capital Development Group*)

- Working on the development of a business plan for the establishment of a cattle farm in Albania.

- 2009 – 2010 Working part time for USAID (*Albanian Agriculture Competitiveness*)
- Surveys with farmers who produced vegetables.
 - Studying and analyzing the market of agricultural products in Albania
- 2008 – 2010 SIFE a.u.t. projects (*Students in free enterprise*)
- Position: Project coordinator
 - Developing new projects each academic year, projects that can create economic opportunities for people in need.
 - Sceduling the tasks of the team for one academic year.
 - Presentation of the projects to different donors and investors.
- AUG-OCT/2009 Internship at BAT (*British American Tobacco*) (Albania)
- Collection and analysis of relevant data about the tobacco market.
 - Learning the marketing strategies that BAT employs.
- 20-28 JUNE/2009 Project of EFSE (*European Fund for Southeast Europe*)
- Titled: “Rural Finance Gap Analysis Albania”
 - Training course focused on the techniques of conducting interviews and practical methods of carrying out a survey.
 - Survey among rural micro entrepreneurs about the credit market.

CONFERENCES

- MARCH 2013 International Conference on: Sustainable water use for securing food production in the Mediterranean region under changing climate (Agadir, Morocco).
- Article: Power between farmers and intermediaries (Leading Author).
- MARCH 2013 International Conference on: Sustainable water use for securing food production in the Mediterranean region under changing climate (Agadir, Morocco).
- Article: Farmers perception of quinoa – experience from Bouchane region in Morocco and Adana in Turkey (Co Author).
- JUNE 2012 International Conference on: The Efficiency and competitiveness of production in agribusiness enterprises (Tirana, Albania).
- Article: The Determinants of Intermediaries' Power over Farmers' Margin Related Activities (Leading Author).
- JULY 2010 International Conference on: Globalization and its implications on Albanian agriculture & agro-food sector (Tirana, Albania).
- Article: The Role of Foreign Direct Investment in the Restructuring of the Supply Chain (Leading Author)
- DECEMBER 2008 7-th Students Conference: Albanian economy in front of internacional economy changes (Tirana, Albania).
- Article: Global Financial Crisis & Food Crisis (Leading Author)

PUBLICATIONS

- DECEMBER 2012 Journal of “Economy & Agribusiness” ISSN 2223-7658, number 5 July-December 2012.
- Article: Një Model i Fuqisë së Ndërmjetësve mbi Aktivitet e Fermerëve
- NOVEMBER 2013 Article submitted at the “World Development” Journal
- Article: The Determinants of Intermediaries’ Power over Farmers’ Margin Related Activities: Evidence from Adana, Turkey