



Igor Jakomin

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Born: 10th February 1970 in Koper (Slovenia)

Having achieved many goals in my career as top manager, management consultant and adviser, politician and university professor, I am always interested in expanding my professional horizons.

Field of expertise: Logistics and Supply Chain Management; Shipping; Fintech; Technology Transfer; Quality and Quantity Control; Insurance; Management Advisory and Consulting.

PROFESSIONAL STRENGTHS:

- Reliability, commitment and excellence of execution;
- Team player, creative ideas and problem solving;
- Experience in international markets;
- Business connection and personal network in every continent;
- With skills and expertise in different industries and fields bringing added value to the company.

PERSONAL ASPIRATIONS:

- To leverage my experience on executive level;
- Focus on growth, financial results and profitability;
- Deliver values for fulfilment of stakeholders expectations;
- Leadership and professional growth in international environment;
- International assignment is not a limitation.

CAREER EXPERIENCE:

2018-present: In-Quadra (sole proprietorship)

Business facilitation, management advisory and consulting in fields of Logistics and supply chain management, Shipping, Fintech, Technology transfer, Waste-to-energy.

- **General Manager.**

Actual projects: Development of project cargo activities in the region, Management consultancy on penetration to industry real estate investments in South-East Europe, Starting activities to set-up an Innovation Hub in Middle East, Development of regional waste-to-energy centres.

2018-2019: CargoX Ltd.

IT developer and provider of 1st blockchain-based Smart Bill of Lading (Smart B/L™) solutions in the world that provide an extremely fast, safe, reliable, and cost-effective way to process digital Bill of Lading (Document of Title) anywhere in the world.

Company based in Ljubljana (Slovenia).

- **Chief Operation Officer (2018 - 2019),**
- **Chief Business Development Officer (2018).**

Responsibilities: Company operations, Coordination of activities in between company verticals, Collaboration with company stake-holders, Institutional relations, Strategic development activities, Collaboration with the transport, logistics and supply chain companies (as issuer's/release agent's of the documents) on a global scale, Collaboration with importers and exporters (as shippers and consignee's or as real beneficiaries) on a global scale, Leading R&D projects.

2015-2018: Samer Group

The main company of the Group was established back in 1919 in Trieste, (Italy). Through different companies the Group operate as Agent of the Lloyd's of London, P&I correspondent, Ship agent, International freight forwarder, Port terminal operator, Quality and quantity surveyor.

Group headquarter is in Trieste (Italy) with offices in Slovenia, Croatia, Bosnia and Herzegovina, Serbia, Albania, Montenegro, Austria, Mongolia and Japan.

- **Managing Director Samer Global Logistics Ltd. in Koper, Slovenia (2017-2018),**
- **Managing Director Samer & Co. Shipping Ltd. in Koper, Slovenia (2015-2017),**
- **Managing Director PCC Ltd. in Koper, Slovenia (2016-2017),**
- **Managing Director Verifacae Ltd. in Koper, Slovenia (2016-2017).**

Responsibilities: Managing different companies in the Group, responsible for sales and marketing, business development, operations, financial results and administrative issues (HR, legal) of the companies, Responsible for strategic development of the companies.

2011-2014: Frigologo Ltd.

The leading Slovenian company in the field of cold chain food logistics and distribution.

Company based in Ljubljana (Slovenia).

- **Adviser to the Management Board.**

Responsibilities: Development of new products and services, Together with the management team increase the sales and marketing activities, Strategic development of the company, Reorganisation of the business processes.

2008-2011: Government of the Republic of Slovenia, Ministry of Transport

Ministry of Transport is regulating all modes of transportation and its infrastructure. It is also responsible for the sustainable mobility and other transport policies.

The Ministry is based in Ljubljana (Slovenia).

- **State Secretary (Deputy Minister).**

Responsibilities: (Together with the Minister) Responsible for political decisions, Responsible for the functioning and coordination of all the Directorates General within the Ministry of Transport, Coordination of activities and decisions between different ministries, Coordination of activities between the ministry and companies from the transportation and logistics field, Responsible for international affairs of the ministry, Leading various international delegations on behalf of the Ministry or Government, Leading delegation at the TTE Ministerial council's conferences within European Commission.

2003-2008: Astanea Ltd.

Company specialised in management consulting and project management. The company is mostly oriented in international projects.

Company established in Portorož and moved to Ljubljana in 2008 (Slovenia).

- **Co-founder and Managing Director.**

Responsibilities: Managing the company, responsible for sales and marketing, business development, operations, financial results and administrative issues (HR, legal) of the company, Responsible for strategic development of the company.

2003-2005: Emona Obala Group

Leading FMCG wholesale Group in Slovenia, with presence in the South-East European Region. Beside wholesale, the Group manage a specialised chain of Convenience stores and offered logistics services to third parties.

Group headquarter is in Koper (Slovenia) with offices in Italy, Croatia, Bosnia and Herzegovina and Macedonia.

- **Adviser to the Management Board.**

Responsibilities: Development of new products and services, Helping the Management Board to manage the company, Strategic development of the Group, Restructuring the main company, Reorganisation of the business processes.

1999-2001: Intereuropa Group

The Intereuropa Group as a global logistics service is the leading supplier of complete logistic services in Slovenia and South-Eastern Europe.

Group headquarter is in Koper (Slovenia) with offices in Croatia, Bosnia and Herzegovina, Serbia, Montenegro, Kosovo, Macedonia, Albania and Ukraine.

- **Regional Manager UPS¹ (2000 - 2001),**
- **Country Manager UPS Slovenia (2000 - 2001),**
- **International Subsidiaries Supervisor (1999 - 2000).**

Responsibilities: Managing the UPS division in the Group (Slovenia, Croatia, Bosnia and Herzegovina), Responsible for all UPS division activities, Responsible for strategic development, Responsible for operations, sales and marketing, financial results and administrative issues (HR, legal) of the UPS Slovenia operations, Coordination (corporate governance, strategic development, sales and marketing) of Group subsidiary companies in the South-Eastern Europe region (special focus on Bosnia and Herzegovina and Macedonia).

1997-1999: Adriatic Insurance Company Ltd. Co.

3rd largest composite insurance company in Slovenia with non-life, life and health divisions.

Company based in Koper (Slovenia).

¹ Intereuropa was a General Service Partner (representative) for UPS in Slovenia, Croatia and Bosnia and Herzegovina till 2009.

- **Reinsurance Department (1998 - 1999),**
- **Marine Insurance Department (1997 - 1998).**

Responsibilities: Development of new marine, property and liability insurance products and services, Increasing of re-insurance activities in the company.

1996-1997: Yacomo Ltd.

Specialised company in cross-border management consulting with Italy.

Company based in Portorož (Slovenia).

- **Trainee.**

Responsibility: Assisting the consultancy projects.

ACADEMIC EXPERIENCE:

2002-2015: University of Ljubljana, Faculty of Maritime Studies and Transport

University of Ljubljana is the oldest and largest higher education and scientific research institution in Slovenia. The Faculty of Maritime Studies and Transport dates its origins back to the 16th century and was formally established as an independent institution in 1919. Its mission is to provide educational as well as research activities, primarily in the fields of traffic and maritime studies.

The Faculty is based in Portorož (Slovenia).

- **Head of Transport Logistics Department (2005 – 2007 and 2013 - 2015),**
- **Member of the Faculty Council (Senate) (2005 – 2007 and 2013 - 2015),**
- **Assistant Professor for Transport Logistics (2003 - 2015),**
- **Assistant (2002 - 2003).**

Responsibilities: Managing the Transport Logistics Department, Responsible for education program of several subjects, Managing and collaborating on international, EU and national R&D projects, Collaboration with the main companies in the transportation and logistics field in Slovenia.

COMITEES AND SUPERVISORY BOARDS:

- 2005-2010:** Council of the Republic of Slovenia for Higher Education in Ljubljana (Slovenia):
 - **Member of the Committee for Services.**
- 2008-2009:** Governmental Council of the Republic of Slovenia for Competitiveness in Ljubljana (Slovenia):
 - **Member of the Development Group for Vehicles, Transport and Logistics.**
- 2006-2009:** Slovenian Maritime Technology Platform in Koper (Slovenia):
 - **Vice President (2008 - 2009),**
 - **Member of the Strategic Council (2006 - 2008).**
- 2004-2005:** Supervisory board of Luka Koper (Port of Koper) Ltd. Co. in Koper (Slovenia):
 - **Member of the Supervisory Board.**
- 2004-2005:** Supervisory board of BTC Terminal Sežana Ltd. Co. in Sežana (Slovenia):
 - **Chairman of the Supervisory Board.**

INTERNATIONAL PROFESSIONAL APPOINTMENTS:

- 2014-present: Jury for European Gold Medal in Logistics & Supply Chain in Brussels (Belgium):
- **Member of the Jury.**

MEMBERSHIPS IN PROFESSIONAL AND OTHER SOCIETIES:

- 2019-present: Samrt Angels in Ljubljana (Slovenia).
2016-present: Slovenian Istra Business Club in Koper (Slovenia).
2013-present: Slovenian Logistics Association in Ljubljana (Slovenia).
2005-present: YES – Young Executive Society in Ljubljana (Slovenia).

EDUCATION:

- 2002: Doctor of Science (Traffic Technologies and Transportation):
Faculty of Transport and Traffic Science in Zagreb (Croatia).
1999: Master of Science (Management):
Faculty of Social Sciences in Ljubljana (Slovenia).
1995: Bachelor of Science (Traffic Technology):
Faculty of Maritime Studies and Transport in Portorož (Slovenia).
1993: Engineer in Transport Engineering:
Maritime and Transport College in Portorož (Slovenia).
1989: Nautical Technician:
Nautical Secondary School in Portorož (Slovenia).

ADDITIONAL EDUCATION COURSES AND LICENCES:

- 2016: *Planet GV in Ljubljana (Slovenia):*
Certificate of qualification for members of supervisory board's and board's of directors
2006: *Verification Center ECDL in Portorož (Slovenia):*
European Computer Driving Licence.
1997: *Government of the Republic of Slovenia – Ministry of Transport and Communication in Ljubljana (Slovenia):*
Professional ability to obtain road traffic licence.
1989: *International House in London (United Kingdom):*
English language classes - Level Early Intermediate A.

LANGUAGE PROFICIENCY:

Native: Slovenian.

Professional proficiency: English, Italian, Serbian and Croatian.

LEISURE ACTIVITIES (Hobbies):

Golf, sailing², skiing.

² Member of Slovenia national team (1993 – 1995) in olimpic class 470 and two times national champion (1994 in olimpic class 470 and 2003 in match race).

LETTERS OF REFERENCE³:

- 2011: Government of the Republic of Slovenia – Ministry of Transport in Ljubljana (Slovenia):
- *Issued by Mr. Patrick Vlačič – Minister.*
- 2011: Central European Initiative - Executive Secretariat in Trieste (Italy):
- *Issued by Carlo Fortuna - Head of Transport Unit and Regional Co-operation.*
- 2001: Intereuropa, International Freight Forwarding, Road Haulage and Shipping Agency PLC in Koper (Slovenia):
- *Issued by Mr. Jože Kranjc – President of the Management Board.*
- 2005: Emona Obala, trading system PLC in Koper (Slovenia):
- *Issued by Aleš Škraba - President of the Management Board.*
- 1999: Adriatic, Insurance Company PLC in Koper (Slovenia):
- *Issued by Mr. Vinko Franetič – Executive Director.*

³ *The original copies will be sent upon request.*