

PROFESSIONAL EXPERIENCE

◆ **VILNIUS CITY INNOVATION INDUSTRIAL PARK** | www.vciip.com

2018-08 – present **Head**

- Implementation of an economic project of national importance - development of the first and only innovation industrial park in Vilnius. Although the industrial park operation agreement with the Vilnius City Municipal Council was concluded in 2018, the development of the territory has been undergoing since 2012.
- Ensuring the preparation and implementation of investment projects and feasibility studies.
- Attracting funding
- 48 years of industrial park development. Ensuring the preparation and implementation of the period. The achieved result is that the territory has been granted the status of an economic project of national importance and an industrial park.
- Active cooperation with innovative Lithuanian and foreign companies engaged in R&D activities in order to encourage their development and attract investments using financial engineering instruments and thus contribute to the creation of new jobs.
- The main results achieved by July 2022: 19 SMEs were attracted to settle in the territory of Vilnius City Innovation Industrial Park (VCIIP), investments of EUR 76 million were attracted; 517 jobs were created, 6 clusters were established, and the VCIIP brand was developed and patented.

2016-09 – present **Member and Chair of the Supervisory Expert Group of VCIIP**

- Consideration of the strategy, development and strategic management of the industrial park and submission of proposals.
- Evaluation of investors wishing to settle in the industrial park (business plans, investment projects, financing risks) and making final decisions on their establishment.
- Ensuring more effective implementation of industrial park indicators; analysis of implementation deadlines, reasons for delays and possible ways to eliminate them.
- Organization and coordination of smooth, operative and effective work of the expert group.

◆ **NORTHTOWN VILNIUS** | www.northtownvilnius.lt

2020-03 – present **Member of the Board**

- Formation of the organization's strategy and main business goals.
- Approval of the organization's annual activity plan set of financial statements.
- Providing recommendations to the general meeting of stakeholders on the improvement of activities.

2005-09 – present **Consultant**

- Providing consultations to companies of various sizes on the implementation of business promotion activities, business financing, financial planning, analysis and control, strategy formation, organizational development, research, experimental development and commercialization of innovations, and other topics relevant to business development.

2005-09 – present **Head**

- Organizational management, implementation of strategic activities.
- Ensuring the implementation of business incentives through state planning.
- Ensuring the provision of incubation, acceleration and high value-added services (successful incubation / acceleration and development of more than 120 start-ups).
- Promoting science and business cooperation.
- Ensuring the development of innovative R&D investment zones and individual objects of the innovation system.
- Promoting networking and clustering.

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- Preparation and management of large investment projects, investment attraction, implementation of EU policies.
- Acquiring international contacts.

◆ **INNOVATION COUNCIL, AGENCY FOR SCIENCE, INNOVATION AND TECHNOLOGY**

2017-11 – present Member – expert

- Implementation of solutions to problems related to the provision of innovation support and consulting services.
- Contributing to the analysis, evaluation and provision of recommendations for improvement of the current Lithuanian innovation system.

◆ **TECHNOLOGY AND INNOVATION SUPPORT FOR BUSSINESS ASSOCIATION** | www.tipva.lt

2016-08 – present Member and Chair of the Board

- Formation of the strategy of the Association and the main goals of the activity.

◆ **EUROPEAN COMMISSION, EXECUTIVE AGENCY OF THE EUROPEAN RESEARCH COUNCIL**

2015-01 – present Expert

- Evaluation of international applications in the field of research and innovation implementation aspects of strategy formation and efficiency.
- Performance: more than 200 applications evaluated.

◆ „INVESTORS BOARD”

2008-02 – 2009-11 Director

- Establishment of 5 new companies, management activities of holding companies.
- Coordination of development of ideas, business and management consulting activities.

◆ „LITHUANIAN RAILWAYS”

2004-02 – 2005-01 Head of the Investment Management Module Group, Financial Management Division

- Implementation of SAP system for enterprise business process management and Investment and project management module at the company level.
- Successful implementation of the Investment Project Accounting module in cooperation with the IT company Alna.

2002-02 – 2004-05 Expert of the Infrastructure and Road Project Management Group

- Administrative execution and implementation of the large ISPA project “Renovation of Railway Structures and Kaunas Tunnel”.
- Implementation of projects financed by the European Bank for Reconstruction and Development (EBRD).

PROJECT MANAGEMENT EXPERIENCE

2009 – present

Implemented more than 20 projects with a value of over EUR 20 million, in the following areas:

- Infrastructure development (4).
- Incubation and acceleration of start-ups (3).
- Entrepreneurship promotion (9).
- Improving social environment (4).
- Promotion of science and business partnership (2).

INTERNATIONAL EXPERIENCE IN ACCELERATION AND INCUBATION AREAS

2008 – present

Participated in more than 15 international networking and partnership initiatives and events (global conferences and trainings; international science and business internships and visits; good practice sharing events).

EDUCATION

◆ **MYKOLAS ROMERIS UNIVERSITY, FACULTY OF POLITICS AND MANAGEMENT**

2009 – 2014

Doctor of Social Sciences.

Dissertation „Modelling of the Institutional System of Entrepreneurship Promotion: the Case of Lithuania”

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- ◆ STANFORD UNIVERSITY, USA (KAUNAS UNIVERSITY OF TECHNOLOGY PROGRAM)
2014-03 **Good practice in research commercialisation and innovation. “Five disciplines of the innovation workshop at the Stanford Research Institute”**
- ◆ INTERNATIONAL BUSINESS SCHOOL OF VILNIUS UNIVERSITY
2002 – 2005 **Master’s degree in Management and Business Administration**
- ◆ VILNIUS UNIVERSITY, INSTITUTE OF INTERNATIONAL RELATIONS AND POLITICAL SCIENCE
1998 – 2002 **Bachelor's degree in political science. Thesis topic “European Union Foreign Trade Policy”**

PROFESSIONAL SPECIALIZATION

- Incubation and Acceleration of Innovative companies
- Attraction of Investment
- Management of Investment Fund
- Preparation of Investment projects
- Management of R&D and innovative objects
- Formation of the Strategy and Activity Planning
- Management and implementation of major projects
- Strengthening Life Sciences Start-ups Ecosystem
- Clustering
- Promoting Internationalisation

PERSONAL QUALITIES

- Analytical, strategic thinking
- Orientation towards results
- Consistency
- Ability lead
- Ability to solve problems effectively
- Ability to organise teamwork
- Ability to collaborate with stakeholders, share knowledge and experience

LANGUAGES

- Lithuanian: native
- Russian: oral and written communication
- English: oral and written communication (C1)
2016-01-11 AMES certificate Nr. 744

COMPUTER SKILLS

- Microsoft Windows, Office
- OS X

SCIENTIFIC PUBLICATIONS

- Pauliukevičius, G. 2012. Evaluation methods of results in business promoting projects: discourse of international experiences. *Sveikatos ir socialinių mokslų taikomieji tyrimai: sandūra ir sąveika* 1(9): 68-73.
- Pauliukevičius, G.; Skusevičienė, D. 2013. Modeling of the Institutional System of Entrepreneurship Promotion: the Case of Lithuania. *Business, Management and Education* 11(2): 350 – 375.

VOLUNTEERING

- 2016 Applicant in the selection of the financial partner of the innovation fund “Lithuanian Energy Innovation Fund I”
- 2015 Member of the investor’s Commission of the Business Reality TV Documentary “Startas”.
- 2014-2019 Initiated the establishment of Northtown Vilnius and Vilnius Tech Entrepreneurship centre for young technology companies.
- 2014 – present Member of Vilnius University Faculty of Communication Thesis Defence Commission