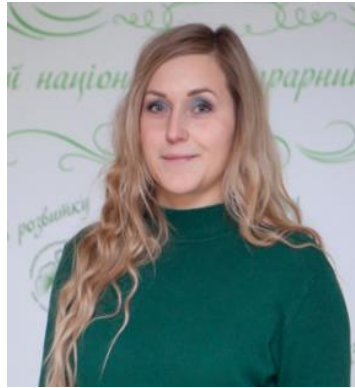


## Europass Curriculum Vitae



### Personal information

**First name(s) / Surname(s)** Viktoriia Makarova  
**Address(es)** Lushpi Avenue, 11, apt. 5, 40035, Sumy, Ukraine  
**Telephone(s)** Cell Phone: + 38(095)-800-36-63  
**Fax(es)**  
**E-mail** victoria.makarova24@gmail.com  
**Nationality** Ukrainian  
**Date of birth** 24.10.1983  
**Gender** Female

### Current employment / Occupational field

**Ass. Prof. of the Marketing and logistics Department, Faculty of Economics and Management, Sumy National Agrarian University**

### Work experience

<p><b>Dates</b> 07.2002-09.2008</p> <p><b>Occupation or position held</b> senior laboratory assistant of the Statistics, analysis and marketing department, Faculty of Economics and Management, Sumy National Agrarian University</p> <p><b>Main activities and responsibilities</b> Technical support of the educational process</p> <p><b>Name and address of employer</b> Sumy National Agrarian University, 160 H.Kondratiieva Str., Sumy, 40021, Ukraine</p> <p><b>Type of business or sector</b> Higher Educational Institution (Agricultural Sector)</p>	<p><b>Dates</b> 09.2008-09.2013</p> <p><b>Occupation or position held</b> assistant of the Statistics, analysis and marketing department, Faculty of Economics and Management, Sumy National Agrarian University</p> <p><b>Main activities and responsibilities</b> Teaching and scientific activity in the sphere of Marketing and Applied Agrarian Economy</p> <p><b>Name and address of employer</b> Sumy National Agrarian University, 160 H.Kondratiieva Str., Sumy, 40021, Ukraine</p> <p><b>Type of business or sector</b> Higher Educational Institution (Agricultural Sector)</p>
<p><b>Dates</b> 09.2013 -02.2016</p> <p><b>Occupation or position held</b> senior lecturer of the Statistics, analysis and marketing department, Faculty of Economics and Management, Sumy National Agrarian University</p> <p><b>Main activities and responsibilities</b> Teaching and scientific activity in the sphere of Marketing and Applied Agrarian Economy</p> <p><b>Name and address of employer</b> Sumy National Agrarian University, 160 H.Kondratiieva Str., Sumy, 40021, Ukraine</p> <p><b>Type of business or sector</b> Higher Educational Institution (Agricultural Sector)</p>	

Dates	02.2016 till now
Occupation or position held	assistant professor of the Marketing and logistics department, Faculty of Economics and Management, Sumy National Agrarian University
Dates	09.2019 till now
Occupation or position held	assistant professor of the Geodesy and Land Management Department, Low Faculty, Sumy National Agrarian University
Main activities and responsibilities	Teaching and scientific activity in the sphere of Marketing and Applied Agrarian Economy
Name and address of employer	Sumy National Agrarian University, 160 H.Kondratiieva Str., Sumy, 40021, Ukraine
Type of business or sector	Higher Educational Institution (Agricultural Sector)
<b>Education and training</b>	
Dates	09.1999-07.2002
Title of qualification awarded	Junior Professional on accounting
Principal subjects/occupational skills covered	accounting and audit
Name and type of organisation providing education and training	College of Sumy National Agrarian University
Level in national or international classification	Dipl. Ing. (University)
Dates	01.2003-02.2005
Title of qualification awarded	Economist on Accounting and Auditing
Principal subjects/occupational skills covered	accounting and audit
Name and type of organisation providing education and training	Sumy National Agrarian University
Level in national or international classification	Dipl. Ing. (University)
Dates	11.2017- 12.2018
Title of qualification awarded	Food technology
Principal subjects/occupational skills covered	Food technology
Name and type of organisation providing education and training	Sumy National Agrarian University
Level in national or international classification	Dipl. Ing. (University)
Dates	08.2019- till now
Title of qualification awarded	Geodesy and Land Management
Principal subjects/occupational skills covered	Geodesy and Land Management
Name and type of organisation providing education and training	Sumy National Agrarian University
Level in national or international classification	Dipl. Ing. (University)
Dates	January 2016
Title of qualification awarded	Candidate of Economic Sciences
Principal subjects/occupational skills covered	Ecological and economic constraints on the development of land-lease relations in agriculture production

Name and type of organization providing education and training | Sumy State University, Ukraine  
 Level in national or international classification | PhD in Economic Sciences

Other language(s) | Russian, English

Self-assessment  
*European level (\*)*

**English**  
**Russian**

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
B2	Independent user	B2	Independent user	B2	Independent user	B2	Independent user	B2	Independent user
C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user

Social skills and competences | I can and I am used to work in the team within the framework of international educational and scientific projects.

Organisational skills and competences | Vice-dean for educational work

Computer skills and competences | Competent with most Microsoft Office programs

Artistic skills and competences | Finished the Musicians school

Driving licence | Category B (car)

**Additional information:**

**Subjects:** | Marketing relationship, Distribution marketing, Investment analysis, Financial analysis, Analysis of economic activity, Expert assessment of land

1. Makarova V.V. The efficiency of the farmland by agricultural enterprises/ V. Makarova // Economic Space: [Coll. Science. works]. - 2011. - № 52/1. - P. 284-290;
2. Makarova V.V. Modeling of management the land relations of Agricultural enterprises/ V. Makarova // Bulletin of SNAU. Series: Finance and credit: [Coll. Science. works]. - 2011. - № 2. - P. 21-32;
3. Makarova V.V., Semenenko B.A. Methodical features of estimation of private land rights // Bulletin of Dnieper State Academy of Construction and Architecture. - D.: PHASA, 2013. - №7. - P. 37-47;
4. Makarova V.V. The essence of the mechanism of economic interest subjects of land lease relations in Ukraine // Scientific journal "The young scientist." Category "Economy and Management" (Russian Federation). - Moscow. - 2014. - № 5 (64). - S. 285 - 289;
5. Makarova V.V. Problems of modern leasing relations in agriculture // Proceedings of the conference of teachers and students SNAU (14-18 April 2014). - TI - 2014. - P. 208.
6. Makarova V.V. Ecological and economic determinants of the formation of land-lease relations in agricultural production: Monograph / V.V. Makarova - Sumy: University Book, 2017 - 177 pp.
7. Makarova V.V. Land Use System: Information-restrictive Approach: Monograph / V.V. Makarova - Sumy: University Book, 2017. - 98 p.
8. Makarova V.V. The essence and principles of the formation of legal constraints in the system of land use // International scientific conference Economy and Management: Modern Transformation in the Age of Globalization. - Part II, March 24, 2017. Klaipeda, Lithuania: The Baltic Publishing. - P. 55-58.
9. Makarova V.V. Formation of investment attractiveness of land resources // Economic prospects of entrepreneurship in Ukraine: a collection of materials of the All-Ukrainian Internet Conference, 27-28 October 2016, Irpin. T.1. - Irpin: UDFSU, 2016. - p. 161-164.
10. Makarova V.V. Directions of intensification of investment activity in Ukraine // Technologies of the XXI century: A collection of abstracts on the materials of the 23rd international scientific-practical conference (September 12-16, 2017). Part 2 - Sumy: SNAU, 2017. - pp. 92-94.
11. Olexiy Borysenko, Oleksandr Teletov, Victoria Makarova. Information in marketing systems // Marketing and management of innovations. – Sumy: Sumy State University.-2017. - №4.- P. 49-57. **(Web od science)**
12. Makarova V.V. Formation and evaluation of the efficiency of a marketing complex at industrial enterprises [Electronic resource] / VV Makarova // Priazovsky Economic Bulletin. - 2018 - No. 2 (07). –P. 70-77.
13. Makarova V.V. Assessment of the effectiveness of advertising campaigns and the formation of an advertising strategy of the enterprise // Economic mechanism of innovation management: methodology and practice: materials of the International scientific and practical conference (Lviv, April 21, 2018) / NGO "Lviv Economic Foundation". - Lviv: LEF, 2018. - P. 71-74.
14. Makarova V.V. Methodical approaches to the definition of the effectiveness of marketing policy management of agricultural products distribution // Current issues and prospects for regulation of international economic relations: a collection of materials of the All-Ukrainian scientific and practical conference (Kyiv, May 5, 2018). - K.: NGO "Kyiv Economic Research Center", 2018. - P. 45-59.
15. MAKAROVA V.V., LYSHENKO M.O., MAKARENKO N.O., MUSHTAY V.A. Organizational and Economic Regulation of the Grain Market in Conditions of Sustainable Development // Journal of Environmental Management and Tourism. SPRING 2018. Volume IX.-Issue 1(25). P. 95-104.**(Scopus)**
16. Makarova V.V. Optimization of the land use system in the context of the development of competitive agricultural land use. Market Adaptation and Economic Security of Agricultural Enterprises: monograph. Sumy. Sumy National Agrarian University, 2018. P. 60-101.
17. Makarova V.V. Methodical approaches to determining agricultural producers' payment obligations in the area of agricultural land use. Accounting, analytical and financial-economic aspects of agricultural enterprises: [collective monograph]. Sumy: Publisher: PP Vinnichenko MD, FOP Litovchenko EB, 2019. C. 189-211.
18. Makarova V.V. Constraint theory: the scope of productive land use: monograph. Sumy: University Book, 2019. 178p.
19. Makarova V.V. Transformation of the system of land use in agriculture: essence, problems, solutions: monograph. Sumy: University Book, 2019. 95p.
20. Makarova V.V. Conceptual bases for structuring the system of agricultural land use: ecological and economic model: monograph. Sumy: University Book, 2019. 97p.

Projects Experience: 2018-2019  
Participant of the project "Forecasting of social and economic development of Sumy region".  
Responsible for the section "Hotel and restaurant business of the region"

10.03.2019-23.03. 2019  
Internship within the European Union Academic Mobility Program Erasmus + KA2 "From  
Theoretical-Oriented to Practical Training in Agrarian Sphere"

## **Annexes**