

## Europass Curriculum Vitae

### Personal Information

Name: Jovan Pehchevski

Home: Moskovska 17A/2-2, 1000, Skopje, North Macedonia

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LinkedIn: <https://www.linkedin.com/in/jovanp/>

Work permit: Malta Gender: Male Date of birth: 14/06/1972 Place of birth: Skopje,  
North Macedonia Nationality: Macedonian/citizen of the Republic of North Macedonia

### About Myself

Avisionary and trusted SeniorIT Technology Consultant with demonstrated subject matter expertise inplanning, architecting and managing ICTsolutions toreflect business objectives and achieve operational excellence. Reliable, loyal, highly motivated, dynamic, result oriented, team player, and problem solver. Strong communication skills, written and verbal. Extensive experience inacademic and applied ITresearch and development, experienced technical trainer and knowledge facilitator. Broad deep technical knowledge inthe fields ofAI,cyber security and multi-cloud technologies, combined with consultative selling approach and exceptional client-facing (meeting and presentation) skills.

### EDUCATION &

### TRAINING

[ 17/09/2002 - 28/08/2006 ] PhD in Computer Science

RMIT University

City: Melbourne | Country: Australia | Level in EQF: 8

- PhD thesis: “Evaluation of Effective XML Information Retrieval”
- Supervisors: Dr. James Thom and Dr. Saied Tahaghoghi (RMIT University)

- External consultant: Dr. Anne-Marie Vercoustre (INRIA,France)

## **Work Experience**

University of Skopje

City: Skopje | Country: North Macedonia

[ 01/05/2025 - Current ] Business lecturer

- Development of lectures, presentation of lectures, setting assignments and exams and course coordination at Undergraduate and Masters level courses
- BSc and MSc thesis supervision
- Paper reviews for international journals and conferences
- Participation in EU-funded research projects
- Industry liaison for student internship placement
- Fostering entrepreneurial spirit by facilitating start-up ideas with students and staff

SG Solutions

City: Valletta | Country: Malta

[ 02/06/2025 - Current ] ICT consultant

- Business Development and Growth Initiatives
- Customer Engagement and Relationship Management
- AI and Cyber Security Strategy Development

1/3

- PreSales and Solution Architecture Support
- Technology Evangelism and Enablement
- Vendor and Partner Engagement
- Market Intelligence and Opportunity Assessment

Applicable product markets: Enterprise, Commercial, Partner, Specialist/Practice.

Dell Technologies

City: Skopje | Country: North Macedonia

[ 15/01/2017 - 01/05/2025 ] ICT presales engineer

- Provide technical leadership and direction to customers in the development of fully integrated technology solutions in support of pre-sales activities in the assigned market.
- Assist in the analysis, design, and development of fully integrated technology solutions in support of pre-sales activities in the assigned market.
- Act as technical expert and consultant to develop and propose solutions that meet the technology and business requirements of assigned customers.
- Make technical and sales presentations to customer's technical staff and senior management.
- Understand Dell Technologies and competitive technology and business applications within the assigned market.
- Assist in the development of responses to customer requests and proposals as required.
- Conduct research, answer questions and remove objections that arise in a sales campaign.
- Serve as a trusted technology advisor to customers and as an internal resource on technical issues or specific business applications within an assigned market segment.

- Make technical and sales presentations to technical staff and top management.

Applicable product markets: Enterprise, Commercial, Partner, Specialist/Practice.

### **Skills**

emergent technologies | Artificial intelligence | Modern data center technologies | Information Retrieval | Multi-Cloud | Cyber Security

## **Language Skills**

Mother tongue(s): Macedonian

Other language(s):

English

LISTENING: C2READING: C2WRITING: C2

SPOKEN PRODUCTION: C2SPOKEN INTERACTION: C2

HONOURS AND

AWARDS

[ 15/06/2005 ] Google Industry Award for Academic Excellence in Doctor of Philosophy (PhD) program Awarding institution: RMIT University

## **Certifications**

[ Microsoft, 01/05/2024 ] Microsoft Certified: Azure Fundamentals

Mode of Learning: Online

[ Dell EMC, 01/12/2016 ] EMC Certified: Modern Data Center

2/3

Mode of Learning: Online

## **Publications (Selected)**

[ 2010 ] XML Information Retrieval: Approaches, Relevance and Evaluation

Authors: Jovan Pehcevski | Publisher: VDM Verlag Dr. Müller

[ 2010 ] Entity ranking in Wikipedia: Utilising categories, links and topic difficulty prediction

Authors: J. Pehcevski, J. A. Thom, A-M. Vercoustre, and V. Naumovski | Journal Name:

Information Retrieval | Volume, Issue and Pages: 13(5):568- 600 | Publisher: Springer

[ 2005 ] Hybrid XML Retrieval: Combining Information Retrieval and a Native XML Database

Authors: J. Pehcevski, J. A. Thom, and A-M. Vercoustre. | Journal Name: Information

Retrieval | Volume, Issue and Pages: 8(4):571-600 | Publisher: Springer

3/3