

PERSONAL INFORMATION

Vanja Vitezić



📍 Ćikovići 144, 51215 Kastav (Croatia)

☎ +385 51 294 707 📠 +385 91 583 7989

✉ vanjav@fthm.hr

Scien. Pers. Ident. No. 337675

Link to CROSBİ profile <https://bib.irb.hr/lista-radova?autor=337675>

Link to Publons profile <https://publons.com/researcher/1854674/vanja-vitezic/>

Link to ORCID profile <https://orcid.org/0000-0002-2484-4529>

Link to Google Scholar Citations <https://scholar.google.hr/citations?user=XYVC-PsAAAAJ&hl=hr>

Link to ResearchGate profile https://www.researchgate.net/profile/Vanja_Vitezic

WORK EXPERIENCE

15/10/2013–Present

Teaching assistant/Postdoctoral researcher

Faculty of Tourism and Hospitality Management, Opatija (Croatia)

Teaching assistant at courses:

- Management
- Entrepreneurial Management and Innovation,
- Management of Small and Medium Enterprises
- Event management in Tourism and Hospitality
- Animation in Tourism

01/03/2012–15/10/2013

Teaching assistant

University of Applied Sciences "Nikola Tesla", Gospić (Croatia)

Teaching assistant at courses:

- Entrepreneurial economy
- Principles of Economics and Management
- International Economics
- Management of business financing

01/11/2010–01/03/2012

Sales manager

Merkur Insurance Company, Ltd., Zagreb (Croatia)

- Responsible for obtaining profitable results through the sales team
- Organization and rationalization of functions within organizational units
- Recruitment and training of new and existing internal and external representatives
- Developing the team through motivation, counselling, skills development and product knowledge development
- Setting sales targets for individual representatives and team as a whole
- Reporting to Director of Sales

- 01/03/2008–01/10/2010 **Director of Sales Department**
 Velebit Insurance Company, Ltd, Zagreb (Croatia)
- Managing sales of the company's products and services in within a defined geographic area
 - Responsible for the planning, direction, organisation and control
 - Recruitment of sales staff and development of internal and external sales network
 - Creation of business plans and coordination with the Company Board
 - Sales Reporting to the Company Board
 - Marketing activities
 - Amendments to the existing and placement of new products
- 01/09/2012–Present **External associate**
 Faculty of Economics, Rijeka (Croatia)
 External associate on course:
- Economics of Insurance

EDUCATION AND TRAINING

- 01/10/2012–15/12/2017 **PhD**
 Faculty of Tourism and Hospitality Management, Opatija (Croatia)
 Postgraduate doctoral study Management of Sustainable Development
 Thesis title: Innovation management and efficiency of low and medium-low tech enterprise's
- 01/10/2007–01/09/2012 **Mag.spec.oec. (univ.spec.oec.)**
 Faculty of Economics, Rijeka (Croatia)
 Postgraduate specialization study Controlling
 Thesis title: Institutional constraints in financing SME-a to EU funds
- 01/10/2002–01/11/2007 **M.A. (Econ.)**
 Faculty of Economics, Rijeka (Croatia)
 Undergraduate and graduate study International affairs
- 01/10/1999–Present **M.A.**
 Faculty of Law, Rijeka (Croatia)

PERSONAL SKILLS

Mother tongue(s) Croatian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1

Italian B1 B1 B1 B1 B1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages

Communication skills

Excellent 'people skills', confident in communicating and presenting at all levels. Flexible approach, multi-tasking and ability to work quickly and accurately under pressure. Excellent sales and negotiation skills.

Organisational / managerial skills

Good business sense with ability to maintain speed, accuracy and efficiency in fast-paced environment. Excellent team player (ability to motivate and lead a team), willing to learn and take on new tasks. Able to work productively and instinctively with good initiative and enthusiasm. Lot of experience in meeting sales goals, negotiation, selling to customer needs, motivation for sales, sales planning, building relationships, coaching, managing processes, market knowledge, developing budgets, staffing.

Computer skills

OS Windows, MS Office, INTERNET services, Google tools, Social networks (ResearchGate, Facebook, Twitter, LinkedIn, Instagram,)
 Statistical and Econometric programs (SmartPLS, SPSS, Stata, EViews, Gretl), PMS Micros Fidelio Opera

Other skills

Working as a tennis coach for 10 years (coach of County champions in men and woman competition)
 Actively playing music for 15 years (playing drums and percussion's in several bands pop-jazz genre)

Driving licence

AM, B1, B, BE

ADDITIONAL INFORMATION

Publications

- Morec, B., Vitezić, V., & Tekavčić, M., (2012) **The Role of Accounting in Measuring Efficiency in Public Education: A Literature Review**, Journal of Business Management, 2012., No.5, Special Edition, ISSN 1691-5348, 9th International Conference on Accounting and Finance in Transition, Riga, Latvia, pp. 48-55
- Vitezić, V., (2012) **Institutional constraints in financing SME-a to EU funds**, Faculty of Economics, Rijeka, p.115 (Master (postgraduate specialization) Thesis)
- Vitezić, V., Vitezić, N., (2013) **Innovation Management and Controlling in the Sustainable Environment: A Croatian Experience**, 10th International Conference on Accounting and Finance in Transition, Belgrade, Serbia
- Perić, M., Đurkin, J., & Vitezić, V., (2014) **The system of experiences: forgotten management tool?** Proceedings of the Conference, ISSN 139-143, 3rd International Conference - Management of Tourism and Sports, Technological Development for Sustainable Tourism and Sport, Polytechnic of Medjmurje in Čakovec, Croatia
- Vitezić, N., Vitezić, V., (2015) **A Conceptual Model of Linkage Between Innovation Management and Controlling in the Sustainable Environment**, Journal of Applied Business Research. 31 , 1, pp. 175-184
- Vitezić, V., Car, T., & Šimunić, M. (2015) **Managing Innovative Technology in the Hotel Industry: Response to Growing Consumer Preferences**, Tourism in Southern and Eastern Europe, Vol. 3, pp. 467-478
- Perić, M., Vitezić, V. (2016) **Impact of Global Crisis on Firm Growth**, Small Business Economics, 46,1, pp. 1-12, DOI 10.1007/s11187-015-9671-z
- Perić, M., Vitezić, V., & Mekinc, J. (2016) **Conceptualizing innovative business models for sustainable sport tourism**, International Journal of Sustainable Development and Planning, 11, 3,

pp. 469–482, DOI: 10.2495/SDP-V11-N3-469-482

- Vitezić, V., (2017). **Innovation Management and Efficiency of Low- and Medium-low-tech Enterprises**, Faculty of Tourism and Hospitality Management, Opatija, p. 265 (Doctoral Thesis).
- Perić, M., Durkin, J., & Vitezic, V. (2017). **The Constructs of a Business Model Redefined: A Half-Century Journey**, *SAGE Open*, 7 (3), pp. 1-13, DOI: 10.1177/2158244017733516.
- Čuić Tanković, A., & Vitezić, V. (2017). **Challenging the Classical Concepts: New Trends and Insights of Music Events**, 4th International Scientific Conference Tourism in Southern and Eastern Europe (ToSEE 2017) "Tourism and Creative Industries: Trends and Challenges: Conference Proceedings". Vol. 4 / Marković, Suzana; Smolčić Jurdana, Dora (ur.), Opatija: University of Rijeka, Faculty of Tourism and Hospitality Management, pp. 83-99.
- Perić, M., Vitezić, V., & Đurkin, J. (2017). **Business Model Concept: An Integrative Framework Proposal**, *Managing Global Transitions*, 15 (3), pp. 255-274.
- Perić, M., Đurkin, J., & Vitezić, V. (2018). **Active event sport tourism experience: the role of the natural environment, safety and security in event business models**, *International Journal of Sustainable Development and Planning*, 13 (5), pp. 758-772, DOI:10.2495/SDP-V13-N5-758-772
- Vitezić, V., Srhoj, S., & Perić, M. (2018). **Investigating industry dynamics in a recessionary transition economy**, *South East European Journal of Economics and Business*, 13 (1), pp. 43-67, DOI:10.2478/jeb-2018-0003
- Šimunić, M., Car, T. & Vitezić, V. (2019). **Improving Direct Online Sales in the Hotel Industry: Expanded Paradigm Variables of Google Algorithms for Ranging** Interdisciplinary Management Research XV / Barković, Dražen ; Crnković, Boris ; Zekić Sušac, Marijana ; Demoscheg, Karl – Heinz ; Pap, Norbert ; Runzheimer, Bodo ; Wentzel, Dirk (ur.). Osijek: Josip Juraj Strossmayer University of Osijek, Faculty of Economics in Osijek Croatia, Postgraduate Doctoral Study Program in Management ; Hochschule Pforzheim University, Germany ; Croatian Academy of Sciences and Arts, 2019. str. 1087-1109
- Perić, M., Vitezić, V., & Mekinc, J. (2019). **Comparing Business Models for Event Sport Tourism: Case Studies in Italy and Slovenia**. *Event Management*, 23(3), 379-397., DOI: 10.3727/152599518X15403853721466
- Perić, M., & Vitezić, V. (2019). **Socio-Economic Impacts of Event Failure: The Case of a Cancelled International Cycling Race**. *Sustainability*, 11(18), 5028., DOI: 10.3390/su11185028
- Perić, M., Vitezić, V., & Badurina, J. Đ. (2019). **Business models for active outdoor sport event tourism experiences**. *Tourism Management Perspectives*, 32, 100561., DOI: 10.1016/j.tmp.2019.100561
- Perić, M., Vitezić, V., & Perić Hadžić, A. (2020). **FIRM SIZE–FIRM GROWTH RELATIONSHIP DURING ECONOMIC CRISIS**. *Ekonomska misao i praksa*, 29(1), 29-53.
- Đurkin Badurina, J., Perić, M., & Vitezić, V. (2020). **Potential for the regeneration of rural areas through local involvement in the organisation of sport events**. *Managing Sport and Leisure*, 1-18., DOI: 10.1080/23750472.2020.1829990
- Srhoj, S., Vitezic, V., & Wagner, J. (2020). **Export boosting policies and firm behaviour: Review of empirical evidence around the world**. *Munich Personal RePEc Archive*

Reviewer

- International Journal of Contemporary Hospitality Management, Emerald, IF: 5667
- Small Business Economics: An Entrepreneurship Journal, Springer, IF: 4.803
- Tourism Management Perspectives, Elsevier, IF: 3.648
- Sustainability, MDPI, IF: 2576
- Industrial and Corporate Change, Oxford Academic, IF: 1.981
- Journal of Open Innovation: Technology, Market, and Complexity, MDPI
- Managing Sport and Leisure, Taylor & Francis
- Tourism: An International Interdisciplinary Journal, Institute for Tourism
- Tourism and Hospitality Management, FTHM
- Contemporary Issues in Economy & Technology, University of Split

Research Projects

- Team member of research project financed by the University of Rijeka (2019) **Communication skills of tourism employees: Self-evaluation, soft skills, self-esteem and entrepreneurship intention** (ZIP-UNIRI-116-4-19)
- Team member of research project financed by the University of Rijeka (2019) **Impacts and strategic outcomes of large sport tourism events – the perspective of local residents** (unirdrustv-18-103 1238)
- Team member of research project financed by Croatian Science Foundation (2015) **Management of sports experiences in the function of designing effective business models in less developed tourist destinations** (SPORTBIZMODEL)

EU Projects

- Team member of EU project (2017) **FOST INNO – Fostering Tourism Innovation System in Adriatic-Ionian Region** (INTERREG V-B ADRION 2014 – 2020)

Memberships

AITIC - Adriatic-Ionian Tourism Innovation Centre (Chairman)
HUK – Udruga hrvatskih kontrolera (Croatian association of Controllers)
CIIT – Centar za istraživanja i inovacije u turizmu (Centre for research and innovation in tourism)
ALUMNI – Association of graduate and postgraduate students - Faculty of Economics Rijeka
HGU – Croatian Musicians Union
Tennis Club Pećine