

» Newsletter International

Croatia



- » [Greeting](#)
- » [Team](#)
- » [Competencies of the team](#)
- » [Recent Placement](#)
- » [News](#)
- » [Impressum](#)

Greeting



Dear Readers,

according to an old cliché, it is appropriate to read about Croatia in summer. After all, it is “a small country for great holiday”. But, let us escape from clichés. Visit Croatia for a great holiday and return for a business opportunity. I hope that this Newsletter will convince you that it is worth it.

See you in autumn again.

A handwritten signature in blue ink, appearing to read 'Blivajs'.

With best regards
Vladimir Blivajs
Managing Director / Partner

Team

Kienbaum entered the Croatian market in 1998 and has since established itself as market leader in executive search, supporting international clients in their efforts to enter the market with the best available executives and thus achieve a comparative advantage over their competitors. In this period we have supported blue chip global companies as well as small and mid-sized ones, in over 150 successfully concluded executive search projects.

Currently there are two colleagues working at the Kienbaum Office in Zagreb:



Vladimir Blivajs (Managing Director/Partner)



Anita Brkić (Researcher)

Competencies of the team

Vladimir Blivajs

Managing Director/Partner



- » Mr. Blivajs has had almost 35 years of professional experience in law, business and human resources. In 1998 he joined Kienbaum Vienna as Head of the Representative Office in Zagreb and since 2005 has been managing Kienbaum's exclusive cooperation partner in Croatia and the region. In 2000 he became a founding member of the German-Croatian Chamber of Commerce and has been a member of its board for the past ten years. He has long established personal contacts to all the relevant decision-makers in Croatian business and politics and uses these contacts for the benefit of his clients
- » For the search and selection of candidates Mr. Blivajs recommends the direct search method to his clients. Using a full-time researcher as well as their broad network of contacts across all business sectors they are fully equipped to execute such searches. The fact that no language barrier exists in the region (Croatian and a very similar Serbian being the native languages spoken or understood by all) means that from their Zagreb headquarters Mr. Blivajs and his team can support clients not only in Croatia but also in Slovenia, Serbia, Bosnia and Herzegovina. His own language skills extend from his native language and English, to German and Russian plus all the regional dialects prevalent in the former Yugoslavia.
- » Mr. Blivajs is married and has two sons.

Recent Placement



- » Managing Director, Croatia, largest manufacturer of home appliances in Europe and one of the leading companies in the sector worldwide
- » Managing Director, Automotive industry
- » Finance Accounting Manager, Automotive industry supplier
- » General Manager – Plant Manager Serbia, leading provider of Engineered Joining Technologies and applications
- » Managing Director, leading company in Europe of quality products in the building industry
- » Financial & Commercial Manager, Legal & HR Manager, oil and gas joint venture company - regasification terminal
- » Asset Manager, international oil and gas company
- » Finance Manager, worldwide logistic company
- » Managing Director, exclusive hotel

More information: zagreb@kienbaum.com

...over 150 Executive Search projects ranging from supervisory board to specialist position level!

News

Croatia – Economics, EU and Future Trends



Dubrovnik

On July 1st 2013 Croatia will become the 28th member state of the European Union. After one century of former absence, Croatia returns to the European family of states and nations where it was a part for more than 800 years. A beautiful Mediterranean country with 4.5 million inhabitants and almost 6.000 km of coastal length, Croatia is an independent state since 1991, after breakdown of former Yugoslavia. Following the War for Independence between 1991 and 1995, it started an economic renewal with steep growth rates of up to 7%, investing largely in state of the art highways and infrastructure. Food industry and shipyards are the main parts of the industry with tourism and services adding mostly to the GDP of approximately 45 billion EUR.



Zagreb

In spite of the state tending to retain a large role in many aspects of economic life, the financial sector today is almost 100% privatized, with Italian and Austrian banks owning the majority of the financial institutions. A well educated and competent work force contributes added value to the country's advanced business infrastructure and environment, completing the picture of a country which has fully emerged from its recent turbulent past into an era of stability and - in spite of the pressure resulting from the financial crisis - relative prosperity.

Nevertheless, difficult problems still remain, including a stubbornly high unemployment rate, a growing trade deficit and uneven regional development. The state retains a large role in the economy, as privatization efforts often meet stiff public and political resistance. While macroeconomic stabilization has largely been achieved, structural reforms lag because of deep resistance on the part of the public and lack of strong support from politicians.

Due to these facts, now is the time to enter the Croatian market in order to be ready for the country entering the European Union with all huge chances and possibilities that will present themselves. At the same time, Croatia should be used as a location for the corporate regional headquarters, due to ideal geographic position in relation to the region as well as superior business infrastructure it offers.

The forthcoming EU accession will open the market to the much stronger competition, but, at the same time will distinguish high quality service providers from lesser quality ones, thus enabling Kienbaum to prove its strength and fortify its market position.

Synergy of Foreign Investment and Croatian Heritage



Martini Marchi Hotel

Martini Marchi Hotel. 3 centuries ago Marchi brothers decided to defend a small town of Maslenica on the island of Solta and build a castle. This beautiful part of the Dalmatian Coast and built this stone castle. For decades, Castle Martinis Marchi had been neglected and left to ruin. In the 1960s when it was inadequately restored and turned into a hotel. As a result, it completely lost its previous interior arrangement and the look of the rooms.

When Hartmut Lademacher, a well known businessman from Germany, decided to buy the Martinis Marchi castle from 1706 eleven years ago, not many people believed that the ruinous building, could become an exclusive boutique heritage hotel into which



Martini Marchi Hotel

millions of euros would be invested. After several years of construction works, the picture has finally been completed by a new 50-berth marina for yachts in front of the hotel that has recently been formally opened.

The "H.L. Dvorac" company has invested ten million euro to restore the castle. Under the watchful eye of conservation experts, a thorough renovation and reconstruction of the castle was initiated in 2001. The Martinis Marchi heritage hotel was opened in 2007 and it is beyond doubt one of the most beautiful castles on the Adriatic.

We in Kienbaum contributed to this magnificent business venture by providing qualified candidates for management position who were able to meet very high standards required.

Impressum



vb Beratungen Ges.m.b.H. Zagreb – Kienbaum Partner in Croatia

Andrije Hebranga 28
HR-10000 Zagreb
Fon: +385 1 48 54 310
Fax: +385 1 48 54 313
GSM: +385 98 353 277
zagreb@kienbaum.com

www.kienbaum.com

Contact person:
Vladimir Blivajs
vladimir.blivajs@kienbaum.com