

SERBIAN ASSOCIATION OF MANAGERS

November 2018



ABOUT US...

Business association, **established in 2006** in Belgrade, which brings together professional managers and is focused on the professional development of managers, affirmation, professionalization and promotion of the managerial profession, networking of managers and promotion of the best business practices, companies and responsible business.

SAM is a **professional association of managers which continuously enhances the profession** of managers, building it on the values of economic security, friendship, continuous transformation and responsible leadership.

SAM Gathers **450 professional managers**, leaders of the companies that employ over 90,000 employees and have annual turnover of 12 billion Euros.

Governance structure of the Association includes General Assembly, Board of Directors, President, Ethics Commission, Supervisory Board



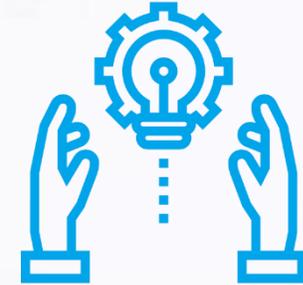
WE ARE DEDICATED TO...



Professional development
of managers



Advancement of
managerial profession



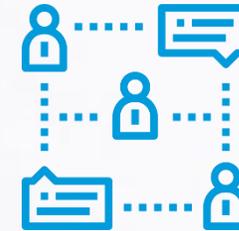
Promotion of the best business
practices, companies, and
ethical and sustainable
business



Efficient business
networking and
cooperation among
managers



Maintaining an open dialogue
with the Government for
improvement of the overall
business environment in Serbia



Improvement of regional
cooperation



SAM MOTTO...



**Strong managers
Strong companies
Strong Serbia**

In achieving its goals, SAM organizes and initiates many activities, events and projects that serve the mission of the Association.

On an annual basis: 1) SAM organizes around 60 activities and events and 2) Activities are attended by more than 3,000 people in total



PROFESSIONAL DEVELOPEMENT OF MANAGERS

Exclusive lectures and leadership presentations for SAM members and wider business community

More than **40 exclusive training courses** and workshops with local and foreign lecturers only in 2018



ADVANCEMENT OF MANAGERIAL PROFESSION through different formats

Sharing personal
managerial experience
and knowledge

- Exemplary Manager
- SAM Business Breakfast
- Lectures
- SAM Business talk
- MenProSAM

Encouraging
entrepreneurial thinking

- Mastermind SAM
- MenProSAM
- Funky Leaders
- Cooperation with ICT Hub

Developing leadership skills

- Senior Hour / Evening with..
- Edu Talks
- Exclusive lectures



MENTORING PROGRAM: MenProSAM

4 generations

more than 100 mentoring pairs



Damljanović
TRIC SRBUA D.O.O.
ni direktor



Srđan Tomašević
SRPSKE KABLOVSKE MREŽE (SBB)
Direktor sektora za biznis prodaju



Dragan Đorđević
SKILLS D.O.O.
Business Development Manager



Borislav Miljanović
REPRESENT SYSTEM
CEO



YOUTH LEADERSHIP DEVELOPMENT

Working with students and organizations that gather young talents and leaders

Supporting young entrepreneurs and entrepreneurship in general

A Memorandum of cooperation was signed with the Ministry of Youth and Sport, enabling scholarship beneficiaries to undergo professional internship in the best companies



ENTREPRENEURSHIP SUPPORT AND DEVELOPMENT

“The New Beginning” project 2015-2016 supported by USAID, aimed at **supporting entrepreneurship in Serbia.**

11 entrepreneurship fairs organized, **40 lectures** delivered, **200 entrepreneurial initiatives** prepared, **4,000 participants**, **7,000 km traveled**, **9,500 brochures** and educational materials for entrepreneurs disbursed.

Cooperation with Serbian Chamber of Commerce, National Employment Service, Development Agency of Serbia, and many local partners.



BEST PRACTICES & RESPONSIBLE LEADERSHIP

Company presentations and roundtables on sharing best business practices

Business Talk

Business Club

Sustainable Development
Digitalization
Transformation of companies



INFLUENCING BUSINESS ENVIRONMENT

Focus on transparent and open communication with institutions aimed at improving the business environment in Serbia.

Annual meetings with the Fiscal Council

Annual presentation of the results of the World Economic Forum Index of Global Competitiveness with the Fiscal Council



BUSINESS NETWORKING AND COOPERATION

SAM as a platform for business meetings, creation of new values and new business

The June Gathering

After Holiday
Cocktail

SAM Wine Club

SAM Annual award



SAM ANNUAL AWARD

Awards to best managers,
employers and initiatives

High-level event, with over 450
distinguished guests from
business, Government and
media



REGIONAL AND INTERNATIONAL COOPERATION

Creating a synergy between
business leaders in the SEE
region

Preparing the region for the
joint future in the EU
Maintaining contacts with EU
institutions

Connecting and
cooperating with partner
associations in the region

Participation in the
organisation of the
Summit100 Business Leaders
of Southeast Europe

Membership in AMSEE and
CEC



THE STRENGTH OF SERBIAN ASSOCIATION OF MANAGERS LIES IN:

- **Strong membership – 450 professional managers, CEOs, business owners and policy experts**
- **Strong and influential Managing Board - elected 25 top business leaders**
- **Highly experienced and skilled Executive office providing services to its members**
- **Experience in managing donors funded projects**
- **Loyalty and dedication of members to the organization**
- **Undisputable reputation**



Serbian Association of Managers



Smiljanićeva 24/III, 11000 Beograd



www.sam.org.rs



office@sam.org.rs



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Srpska asocijacija menadžera – SAM

