

# DAN WEILER

Tel. ;email:dmwconsult@yahoo.com

## Professional Experience

**Independent Consultant** 10/2012 - to date

- Consultant for Romanian and foreign clients, in M&A, Capital Markets and Restructuring projects. In this capacity, I signed a MOU for a transaction in the food sector (Closing in October).
- Member of Chimica S.A. Orastie Board of Administration (1800 employees, listed at the Bucharest Stock Exchange) and Mihail Kogalniceanu Constanta Airport
- Consultant for SIFs, Fondul Proprietatea and private equity companies

**BCR** 06/2009 09/2012

### Executive Director: Corporate Finance & Investment Banking

- I set basis of one of the leading names in the Mergers&Acquisitions and Capital Market in Romania (BCR was not active in this area)
- Manager of the Intermediation Syndicate for Transelectrica SPO; Co-manager of the Consortium that won the mandate for Romgaz IPO
- Successfully concluded several M&A and Capital market transactions

**Independent Consultant (Romania/USA)** 11/2008 - 05/2009

**ALLEGIANCE CAPITAL (USA)** 10/2007 - 10/2008

### Executive Director (Managing Director)

Allegiance is a medium-sized American Investment Bank acting in the ME segment (50-200 mil \$ turnover)

- Concluded a transaction amounting 45 mil \$
- Worked for a private equity leader on an acquisition in the Czech Republic

**Independent Consultant (USA/Europe)** 05/2007 - 10/2007

- Consultant for a German company that acquired a company in the USA
- Led and coordinated the relocation of a Swiss company: negotiations with the local authorities

**HVHC/Davis Vision (USA)** 05/2005 - 05/2007

### Vice President Mergers and Acquisitions (Corporate Development)

HVHC is an integrated optical company (600 retail stores, frames production, medical insurance, with 1 billion \$ turnover. The company grew based on acquisitions from \$ 400 million turnover in 2005 to \$ 900 million turnover in 2007. Have structured, negotiated and successfully concluded 4 acquisitions that have triggered a double turnover.

**Independent Consultant (USA/Europe) 08/2004 - 04/2005**

Consultancy for an American private-equity firm, that bought a company in Germany. I initiated and successfully concluded the trade. Member of the Board of Administration.

**SCHOTT CORPORATION (USA) 1993 - 2004**

Schott Corporation is a German multinational company describing 700 million \$ turnover and 12 companies.

**Corporate Development Director (1995 - 2004)**  
**Strategy & Marketing Director (1993 -1995)**

- I have structured, negotiated and concluded almost 20 trades (buyings, sales, joint ventures)
- Member of the Board of Administration at several companies acquired by Schott

**SCHOTT ZWIESEL: Germany (Schott Group consumer goods division) 1989 - 1993**

**General Manager:** Company (consumer goods) with 10 million Euro turnover (1991-1993)

**Business Development Manager (1989 -1991)**

**IBB (Consultancy Company); Germany 1986 -1989**  
**Project Manager/Consultant**

**KURT SALOMON ASSOCIATES (Consultancy firm): Germany 1985 - 1986**  
**Consultant**

**VEBA OIL; Germany (the biggest petrochemical company in Germany in the 80 's) 1981 -1984**  
**Planning and Controlling Department - Referee**

**LIFESTYLE ENERGY; USA (Oil Exploration) 1979 - 1981**

#### **EDUCATION**

**MBA, IMD; Top Business School in Lausanne, Switzerland 1984**

**Diplom-Kaufmann (MBA equivalent), University of Koeln, Germany 1979**

#### **FOREIGN LANGUAGES**

**English, German - perfect master of speaking and writing.**

**French - fluent speaking and writing.**

## **AFFILIATIONS**

**Member of the Romanian American Chamber of Commerce (USA)**

**Amcham member (Bucharest)**

**Member of the Romanian - German Chamber of Commerce**

**Speaker and panelist at national and international conferences**