

Curriculum vitae



Personal Information

First name/Surname **ILASI, LIVIU**
Address
Telephone (+40) 244 402 301;
Mobile (+40)
Email **liviu.ilasi@gmail.com**
Date of Birth
Gender Male

Work Experience

Occupation and position held	General Director
Dates	2012-12 <> To Date
Employer's name and address	S.C. CONPET S.A. No. 1-3, Anul 1848 Street, Ploiesti, Prahova County
Company's profile	Crude oil, rich gas and ethane pipeline transport
Occupation and position held	Executive Director
Dates	2010-03 <> 2012-12
Employer's name and address	S.C. Electrica S.A. No. 9, Grigore Alexandrescu Street, Sector 1, Bucharest
Department	Control, Communication, Administration
Company profile	Electric power supply and distribution
Job description	Settlement of the policies and development of the general control strategies for promoting the company's image through public relations and communication actions, effective management of the relations with mass-media.

Coordination of the administration-related activities, as well as the risk management activities.

Occupation and position held **Head of Department**
Dates 2009-05 <> 2010-03
Employer's name and address **S.C. CONPET S.A.**
No. 1-3, Anul 1848 Street, Ploiești
Department **Strategy and Affairs**
Company's profile Crude Oil Common Carrier
Job description Coordination of the department activity for the development of the business strategy

Occupation and position held **Executive Director**
Dates 2009-03 <> 2009-05
Employer's name and address **S.C. CONPET S.A.**
No. 1-3, Anul 1848 Street, Ploiești
Department **QHSE**
Company's profile Crude Oil Common Carrier
Job description Provision of an effective management targeting the deployment of the organization resources needed for the ongoing maintenance and improvement of the Quality Management System and related processes.

Occupation and position held **Chairman of the Board of Administration - General Director**
Dates 2005-02 <> 2009-03
Employer's name and address **S.C. CONPET S.A.**
No. 1-3, Anul 1848 Street, Ploiești
Company's profile Crude Oil Common Carrier
Job description Provision of an effective management targeting the deployment of the organization resources needed for the carry-on of the objectives and performance criteria, in view of achieving the company's development programs.

Occupation and position held **Head of Department**
Dates 1998-09 <> 2005-02
Employer's name and address **S.C. CONPET S.A.**
No. 1-3, Anul 1848 Street, Ploiești

Department	Environment and Labor Protection, Fire Prevention and Extinction Department
Company's profile	Crude Oil Common Carrier
Job description	Coordinates the department activity and holds responsibility for meeting the company objectives in the area

Occupation and position held	Head of Sector
Dates	1991-02 <> 1998-09
Employer's name and address	S.C. CONPET S.A. No. 1-3, Anul 1848 Street, Ploiești
Department	Moreni Sector
Company's profile	Crude Oil Common Carrier
Job description	Providing good conditions for the performance of the activity and assuming responsibility for achieving production within the sector.

Occupation and position held	Engineer
Dates	1989-08 <> 1991-02
Employer's name and address	S.C. CONPET S.A. No. 1-3, Anul 1848 Street, Ploiești
Department	Moreni Sector
Company's profile	Crude Oil Common Carrier
Job description	Achieving the production-related objectives within the sector.

Education and Training

Title of qualification awarded	Engineer
Dates	1984 - 1989
Name and type of organization providing education and training	Ploiești Oil and Gas Institute - Faculty of Drilling and Exploitation of Oil and Gas Deposits
City	PLOIESTI

Title of qualification awarded	Degree in Law- Jurist
Dates	2000 - 2004
Name and type of organization providing education and training	Faculty of Legal Sciences, Valahia University, Tîrgoviste
City	TIRGOVISTE

Title of qualification awarded Master - majoring in *"Advanced Technologies concerning Environmental Protection Engineering"*
 Dates 2003 - 2005
 Name and type of organization providing education and training **Ploiești Oil&Gas University**
 City PLOIESTI

Title of qualification awarded Master of Business Administration *"Economic development of the Enterprise"*
 Dates 2004 - 2006
 Name and type of organization providing education and training **Bucharest Academy of Economic Studies and CNAM Paris**
 City BUCURESTI and PARIS

Title of qualification awarded Post University Studies *National Security and Defense*
 Dates 2005 - 2006
 Name and type of organization providing education and training **"Carol I" National University of Defense, Bucharest**
 City BUCURESTI

Title of qualification awarded Post University Studies *Financial Management*
 Dates 2007
 Name and type of organization providing education and training **Tîrgoviste Valahia University**
 City TIRGOVISTE

**Personal Skills
and Competences**

Foreign languages

	Speaking	Reading	Writing
English	Satisfactory	Satisfactory	Satisfactory
Spanish	Good	Very good	Very good
French	Satisfactory	Very good	Good

Social skills and competences	Highly developed team spirit, sociable and communicative, ability to work under stress conditions, focus on results. PC Knowledge: MS Office (Word, Excel, Powerpoint etc.)
Driving License	B Category

Courses/Training/

- 1997 *Insulation of the Crude Oil and Oil Products Transport Pipelines*
OK Service
- 2000-2001 *The European Legislation in Environment and Economic Sciences*
Tempus Ecolex Project
- 2002 *Environment Management, Ploiesti-Aberdeen*
Chrysalis Learning LTD. Scotland
- 2002 *Introduction in the Quality Management, Ploiești*
TUV Rheinland Berlin- Brandenburg, Romania
- 2006 *Les relations sociales et syndicales dans la perspective de l'adhésion de la Roumanie à l'UE, Paris*
EUROCEDRES
- 2011 *"Ten day MBA" Management/ Corporate Leadership, Wien*
WIFI RO in collaboration with S.C. FORMENERG S.A.
- 2011 *Leadership & Management, Cyprus*
INTERCOLLEGE - Institute of Business Studies
- 2011 *Training in Risk Management and Internal Control*
Bușteni, - Ministry of Economy, Trade and Business
Environment, Center for the Personnel working in the Industry –
Prahova County
- 2011 *Administration des Sociétés Anonymes dans l'UE, Paris*
LE CNAM INTEC

Conferences

- 2005 and 2008 *World Petroleum Congress*
- 2010 *Intelligent Systems in Electro Energy, Vth Edition*
- 2010 *After Copenhagen – A long-term action plan for promoting the renewable resources*

- 2010 *European Authority of Energy Regulation in Bucharest*
- 2010 *The Energy and Energy Resources Prices and the Impact on the Romanian economic competitiveness*
- 2010 *Energy Regional Forum - FOREN*
- 2010 *Intelligent Electric Power Networks - SMART GRIDS. Solutions for financing the investments*
- 2010 *Interface with the Consumers – Marketing/Public Relations-support in customer relations*
- 2011 *Business Opportunities in Central and South-Eastern Europe*
- 2011 *Regulations in the Electric Power Distribution*

Curriculum Vitae

RADU BUGICA

Personal Information
Contact Details

As of June 2004 →

As of June 2008 →

As of November 2012 →

June 2010 - Nov. 2012

Sept. 1999 - June 2004

Dec. 1997 – Sept. 1999

Sept. 1996 – Dec. 1997

Jan 1995 – Sept 1996

1994 – Dec. 1995

1992-1994

1990 - 1992

WORK EXPERIENCE

SIGMABLEYZER INVESTMENT GROUP LLC

Director for Romania

Fund's representative in the Board of Administration of Covalact S.A. and Lactate Harghita S.A., both companies being in the portfolio of SIGMABLEYZER SouthEast Europe Fund IV

TRANSELECTRICA S.A.

Member of the Supervisory Board

IMPACT S.A.

Member of the Supervisory Board

GLOBAL Valori Mobiliare, subsidiary of Global Securities

General Director

GLOBAL Valori Mobiliare, subsidiary of Global Securities

Manager - Institutional Clients Sales, member of the Steering Committee

GLOBAL Valori Mobiliare, subsidiary of Global Securities

Analyst – Research/Analysis Department

BANCPOST S.A.

Chief Dealer – the Currency Division

BANCPOST S.A.

Analyst Dealer - Currency Division

BANCPOST S.A.

Analyst - IT Department

SIAT S.A.

Programmer Analyst in Dbase IV, FoxPro programming languages

EDUCATION

Sept 1991 – June 1997

ACADEMY OF ECONOMIC STUDIES

BUCHAREST

Graduate of the Faculty of Finance, Banks and Stock Exchanges

ROMANIA

Sept. 1992 – Sept 1993

1st Year Scholarship at "Center for International Banking Studies" granted by the Banks Association of Turkey under the training programmes for young bankers in the EEC countries.

ISTANBUL, TURKEY

Sept. 1985 - June 1990

„POLITEHNICA” UNIVERSITY

BUCHAREST,

Graduate of Technology of Machine

ROMANIA

Construction (Rom. TCM) – TCM section

June 1997

Nov. 1996 - April 1997

1995

1993, 1994, 1995

Bucharest

OTHER STUDIES

Global Market Investments. Opportunities and Risks – seminars

Franklin College, Lugano, Switzerland

Investments Analysis - seminars - Booz Allen&Hamilton, BUCHAREST

Citibank Bourse Game, BUCHAREST

Forex & Money Markets, Management of the Treasury Operations,

Liquidity Management BUCHAREST - seminars - Reuters Open

University, Fair Place UK, BNR etc.

KNOWN LANGUAGES

Romanian- native

English - fluent

French - very good

GENERAL INFORMATION

PC Knowledge

Driving License

Curriculum vitae

RAZVAN LEFTER

Work Experience

Occupation and position
held

Managing Partner

Dates June 2014 - to date

Employer's name RSL Capital Advisors, Romania

Job description Representing KJK Capital in Romania as adviser

Occupation and position
held

Member of the Supervisory Board

Dates April 2015 – to date

Employer's name Eurohold AD, Bulgaria

Job description Eurohold is the parent company of Euroins, a regional insurance group; representing KJK Capital in this capacity

Occupation and position
held

Member of the Board of Administration

Dates January 2016- to date

Employer's name Mundus Services AD, Bulgaria

Job description The biggest supplier of cleaning and maintenance services related to commercial premises in Bulgaria. Representing KJK Capital in this company.

Occupation and position
held

Member of the Board of Administration

Dates October 2014 – to date

Employer's name Teraplast Bistrita, Romania

Job description one of the main providers of systems and solutions in the field of installations and construction in Romania, with a turnover in excess of RON 250m; representing KJK Capital, aiming to improve financial and operational focus of the company

Advisor to the Board of Administration

Occupation and position
held

Dates June 2014 – to date
Employer's name Cemacon Zalau, Romania
Job description the company is one of the leading brick producers in Romania. I assist the company in a complex capital structure revamping effort, including debt restructuring

Occupation and position
held

Member of the Board of Administration

Dates Apr. 2014 – Sept. 2015
Employer's name Condmag S.A. Brasov, Romania
Job description one of the leading gas and crude pipeline constructors in the country. I represent a group of activist minority shareholders, focused on streamlining Condmag's operations and balance sheet

Occupation and position
held

Sr. Equity Sales Trader

Dates Nov. 2011 - Jun. 2014
Employer's name Swiss Capital S.A., Romania
Job description initiating and implementing investment ideas for institutional investors, based on rigorous fundamental analysis and valuation scenarios; involved in the placement of Transelectrica and Nuclearelectrica deals, organizing road shows and introducing company representatives to institutional investors

Occupation and position
held

Member of the Supervisory Board

Dates Jul. 2012 – Apr. 2013
Employer's name SIF Muntenia, Romania
Job description appointed by a group of institutional investors to aid and supervise the activity of the asset management company

Occupation and position
held

Equity Sales Trader, Research Analyst

Dates Jan. 2007 – Nov. 2011
Employer's name EFG Eurobank Securities, Romania

Job description	developing the institutional business for the firm, research on Romanian blue chips
Occupation and position held	Relationship Manager International Clients
Dates	Mar. 2005 – Dec. 2006
Employer's name	ING Bank, Romania
Job description	loan book origination and deal implementation, involved in some of the top transactions of the bank in Romania
Occupation and position held	Analyst
Dates	Sept. 2004 – Mar. 2005
Employer's name	ING Bank Global HQ, Netherlands
Job description	part of the team implementing a global restructuring process for the Wholesale Banking group; part of the Global Management Training program for the ING Group
Occupation and position held	Management Trainee
Dates	Oct. 2003 – Sept. 2004
Employer's name	ING Bank, Romania
Job description	winner of the ING Romania Scholarship 2003; beneficiary of the ING Group training in Romania,

Education and Training

Title of qualification awarded	Chartered Financial Analyst (CFA)
Date	2008
Title of qualification awarded	Major in Banking and Stock Exchanges
Date	2003

Name and type of organization providing education and training	Academy of Economic Studies Bucharest, Department of Finance, Insurance, Banking and Stock Exchanges
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Professional Training

2006	ING Transport & Logistics Conference, Amsterdam, The Netherlands
2005	Basic Selling Skills Training, Trend Consult, Bucharest, Romania
2004	Leadership Skills Training, ING Business School, Heemskerk, The Netherlands
2003	General Banking Skills, ING Group Training Center, Amersfoort, The Netherlands

Foreign languages	English, French, German, Dutch
Domicile	Bucharest, Romania

Curriculum vitae Europass



INFORMATII PERSONALE

Nume/Prenume

Mesca, Darius Dumitru

Adresa

E-mail

Nationalitate

Romana

Data nasterii

EXPERIENTA PROFESIONALA

- Perioada 08.10.2012 – prezent

▪ Functia sau postul ocupat **Director General si membru al Consiliului de Administratie**
 ▪ Activitati si responsabilitati principale Coordonarea intregii activitati a societatii de distributie a energiei electrice
 ▪ Numele si adresa angajatorului **SC FDEE Electrica Distributie Muntenia Nord SA**
- Perioada 05.10.2010-07.10.2012

▪ Functia sau postul ocupat **Consilier personal** al Presedintelui Consiliului Judetean Prahova
 ▪ Activitati si responsabilitati principale Consilierea Presedintelui Consiliului Judetean Prahova cu privire la atragerea si sprijinirea investitorilor la nivel judetean
 ▪ Numele si adresa angajatorului **Consiliul Judetean Prahova**
- Perioada 12.03.2009-05.10.2009

▪ Functia sau postul ocupat **Presedinte cu rang de Secretar de Stat**
 ▪ Activitati si responsabilitati principale Atragerea de investitii straine in Romania
 ▪ Numele si adresa angajatorului **Guvernul Romaniei-ARIS-Agentia Romana pentru Investitii Straine**
- Perioada 02.02.2007-20.01.2009

▪ Functia sau postul ocupat **Secretar de Stat**
 ▪ Activitati si responsabilitati principale Coordonarea sectorului energetic
 ▪ Numele si adresa angajatorului **Guvernul Romaniei – Ministerul Economiei si Comertului**
- Perioada 21.12.2006-02.02.2007

▪ Functia sau postul ocupat **Consilier personal** al Ministrului Economiei si Comertului
 ▪ Activitati si responsabilitati principale Consilierea Ministrului Economiei si Comertului in domeniul energetic
 ▪ Numele si adresa angajatorului **Guvernul Romaniei – Ministerul Economiei si Comertului**
- Perioada 16.09.2005-21.12.2006

▪ Functia sau postul ocupat **Secretar de Stat**
 ▪ Activitati si responsabilitati principale Coordonarea sistemului energetic
 ▪ Numele si adresa angajatorului **Guvernul Romaniei – Ministerul Economiei si Comertului**

<ul style="list-style-type: none"> ▪ Perioada ▪ Functia sau postul ocupat ▪ Activitati si responsabilitati principale ▪ Numele si adresa angajatorului 	<p>01.04.2001-15.09.2005</p> <p>Director General</p> <p>Coordonarea intregii activitati a societatii ce este specializata in producerea si exportarea (in proportie de 100%) constructiilor metalice sudate de tipul contragreutatilor, sasielor, bratelor si bratelor de calare ale automacaralelor si excavatoarelor</p> <p>SC Terqua SRL Ploiesti</p>
<ul style="list-style-type: none"> ▪ Perioada ▪ Functia sau postul ocupat ▪ Activitati si responsabilitati principale ▪ Numele si adresa angajatorului 	<p>01.03.2001-01.04.2001</p> <p>Director General</p> <p>Atragerea de investitori in parcul industrial</p> <p>SC Park Industrial Dacia SRL Ploiesti</p>
<ul style="list-style-type: none"> ▪ Perioada ▪ Functia sau postul ocupat ▪ Activitati si responsabilitati principale ▪ Numele si adresa angajatorului 	<p>17.02.1998-01.03.2001</p> <p>Director General</p> <p>Coordonarea intregii activitati a societatii ce este specializata in producerea constructiilor metalice sudate de tipul silozuri, schele metalice, coturi, curbe etc.</p> <p>SC DACIA SA Ploiesti</p>
<ul style="list-style-type: none"> ▪ Perioada ▪ Functia sau postul ocupat ▪ Activitati si responsabilitati principale ▪ Numele si adresa angajatorului 	<p>18.09.1997-17.02.1998</p> <p>Inginer proiectant</p> <p>Proiectarea utilajului petrolier si petrochimic</p> <p>SC Petroconsult SRL Ploiesti</p>
<ul style="list-style-type: none"> ▪ Perioada ▪ Functia sau postul ocupat ▪ Activitati si responsabilitati principale ▪ Numele si adresa angajatorului 	<p>15.01.1997-19.09.1997</p> <p>Inginer proiectant</p> <p>Proiectarea utilajului petrolier si petrochimic</p> <p>SC UZUC SA Ploiesti</p>
<ul style="list-style-type: none"> ▪ Perioada ▪ Functia sau postul ocupat ▪ Activitati si responsabilitati principale ▪ Numele si adresa angajatorului 	<p>30.09.1996-15.01.1997</p> <p>Inginer productie</p> <p>Coordonarea unei parti a activitatii de productie</p> <p>SC UZUC SA Ploiesti</p>
<ul style="list-style-type: none"> ▪ Perioada ▪ Functia sau postul ocupat ▪ Activitati si responsabilitati principale ▪ Numele si adresa angajatorului 	<p>05.09.1990-19.01.1991</p> <p>Lacatus mecanic</p> <p>Activitati specifice de lacatuserie in cadrul atelierului de intretinere al sectiei M7</p> <p>SC UPETROM SA Ploiesti</p>
<ul style="list-style-type: none"> ▪ Perioada ▪ Functia sau postul ocupat ▪ Numele si adresa angajatorului 	<p>2005 – 2009</p> <p>Administrator (membru al Consiliului de Administratie)</p> <p>SC FDFEE ELECTRICA MUNTENIA NORD SA, SC DISTRIGAZ-SUD SA, SC CONPET SA</p>

<ul style="list-style-type: none"> ▪ Perioada 	2010 – 2012															
<ul style="list-style-type: none"> • Functia sau postul ocupat ▪ Numele si adresa angajatorului 	Administrator (membru al Consiliului de Administratie) SC Hidro Prahova SA															
<ul style="list-style-type: none"> ▪ Perioada 	2012 – prezent															
<ul style="list-style-type: none"> • Functia sau postul ocupat ▪ Numele si adresa angajatorului 	Administrator (membru al Consiliului de Administratie) SC FDEE Electrica Distributie Muntenia Nord SA															
EDUCATIE SI FORMARE																
<ul style="list-style-type: none"> ▪ Numele si tipul institutiei de invatamant ▪ Anul ▪ Calificarea obtinuta ▪ Domeniul studiat 	Universitatea Petrol-Gaze Ploiesti 2011 Doctor Inginer Inginerie, teza de doctorat cu titlul : " Cercetari privind cresterea performantei de comportare la solicitari variabile a constructiilor metalice sudate "															
<ul style="list-style-type: none"> ▪ Numele si tipul institutiei de invatamant ▪ Perioada ▪ Calificarea obtinuta ▪ Domeniul studiat 	Universitatea Petrol-Gaze Ploiesti 1996-1997 Studii Aprofundate (Master) Inginerie															
<ul style="list-style-type: none"> ▪ Numele si tipul institutiei de invatamant ▪ Perioada ▪ Calificarea ▪ Domeniul studiat 	Universitatea Petrol-Gaze Ploiesti 1991-1996 Inginer Inginerie Mecanica si Electrica															
ABILITATI SI COMPETENTE PERSONALE																
Limba materna	Romana															
Limbi straine cunoscute	Engleza															
Autoevaluare	<table border="1"> <thead> <tr> <th colspan="2">Intelegere</th> <th colspan="2">Vorbire</th> <th>Sciere</th> </tr> <tr> <th>Ascultare</th> <th>Citire</th> <th>Participare la conversatie</th> <th>Discurs oral</th> <th>Exprimare scrisa</th> </tr> </thead> <tbody> <tr> <td>f. bine</td> <td>f. bine</td> <td>f. bine</td> <td>f. bine</td> <td>f. bine</td> </tr> </tbody> </table>	Intelegere		Vorbire		Sciere	Ascultare	Citire	Participare la conversatie	Discurs oral	Exprimare scrisa	f. bine	f. bine	f. bine	f. bine	f. bine
Intelegere		Vorbire		Sciere												
Ascultare	Citire	Participare la conversatie	Discurs oral	Exprimare scrisa												
f. bine	f. bine	f. bine	f. bine	f. bine												
PERMIS DE CONDUCERE	Categoria B															

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

Name **CHIRIAC CRISTIANA**

Address Bucuresti

Telephone

e-mail

Nationality

WORK EXPERIENCE

Period July 1995 - to date

Employer's Name and Address Ministry of Energy, Medium and Small Enterprises and Business Environment

Job title or position held July 1995 - 2007 Counsellor
2007 - November 2011 Head of Service – Directorate General of Legal and Institutional Relations (Rom. DGJRI)
Nov. 2011 - to date; Legal Adviser DGJRI
1997-1995 - Kinescopes Enterprise (Rom. Intreprinderea de Cinescoape), Electrofar Unit; S.C. Luxten S.A. - Head of workshop; S.C. Luxten S.A. – project manager

Type of business and the business sector Endorsement of normative acts, contracts, legal counselling

Job title and position held Legal adviser

Main activities and responsibilities

- Proposes for execution the draft normative acts initiated by the specialized directions resulted from the Government meetings, from the government program and the Ministry of Energy, Medium and Small Enterprises and Business Environment, from the laws enabling the Government to issue ordinances along the parliamentary vacation and from the legislative program advanced for the provision of the application of the Government policy in the related activity area, as well as for the improvement of the legislative framework;
- participates to the work meetings organized at the level of the Ministry of Energy, Medium and Small Enterprises and Business Environment upon the request of the direction's management;
- analyses the draft normative acts promoted by the specialized directions by virtue of law and in compliance with the normative acts in force;
- provides expert advice and assistance in the preparation of the documents relevant for institution representation, for defending the rights and conformant interests thereof in relation to the public authorities, institutions of any kind and any other legal or natural person, Romanian or foreign.

EDUCATION AND FORMATION

Period 2009-2010 Postgraduate Study - Contentious Administrative "Legal Career"

Name and type of the educational establishment and organization providing training "Dimitrie Cantemir" University

Title of qualification/ diploma awarded

Classification Standard of the educational/training form Diploma

Period

1999-2004

Name and type of the educational establishment and organization providing training Faculty of Law and Sociology, "Transilvania" University, Brasov

Studied

Domain/Occupational

Aptitudes

Title of qualification/ diploma awarded Bachelor of Arts (Law)/ Bachelor's Degree: June 2004

Classification Standard of the educational/training form University Studies

Period 1972 – 1977

Name and type of the educational establishment and organization providing training Bucharest University of Polytechnics - Chemical Engineering Faculty, TSCO specialization; engineer diploma

Studied

Domain/Occupational

Aptitudes

Title of qualification/ diploma awarded

Classification Standard of the educational/training form

**PERSONAL SKILLS AND
COMPETENCES acquired
throughout life and career,
which are not necessarily
acknowledged by a certificate
or diploma**

- Professional training program “Expert in application of the harmonized legislation in industry and commerce” – 2006
- Professional training program “The Legal Adviser in the EU Accession Context” – 2005
- Member of the Legal Advisors College, legal advisor 2005
- Audit of the administrative acts compliance by way of the contentious administrative - 2004 National Institute of Administration
- The Conformity Assessment System - Federal Institute for Mineral Research and Testing - BAM; 2001
- Management courses – Priceton University Boston - 1991

Native Language

Romanian

Known Foreign Languages

***reading skills**

English: good/good/good

***writing skills**

French: good/good/good

*** speaking skills**

Skills and Competences

Interpersonal communication skills;
Resistance to intellectual effort;
Negotiator Skills;
Team Spirit;
Analysis and Organization Capacity;
Perseverance;
Responsibility;
Intuition.

Skills and Competences





PC MC Office (Word) - graduated the computer operators course

Driving Licence

B category

CURRICULUM VITAE

CURRICULUM VITAE

Personal Information	
First Name/Last Name	GHEORGHE, Roxana Elena
Address	Stefan cel Mare Street, no 1A, Sector 1, Bucharest
Telephone	
Facsimile	
Email	
Nationality	Romanian
Date of birth	
Personal Information	
Work Experience	
Period	2015 – to date
Job title or position held	Commercial Operations Director
Main activities and responsibilities	<ul style="list-style-type: none"> - Participates to the elaboration of the business development strategy ; - Applies the strategy and policies in electric power supply, manages the invoicing and collection processes in the customers trade management information system; - Negotiates the network access contracts with the transport and distribution operators; - Signs and tracks the contracts performance for transport services for support activities related to electric power supply and the customers relations resulting from the application of certain legal provisions; - Signs and tracks the contracts performance for transport services, system services and market administration; - Provides the elaboration and implementation of the development plan and call-center operation; - Organizes the tracking of the indicators and verifies the compliance with the supply activity performance standard.
Occupation and work place	S.C. ELECTRICA FURNIZARE S.A.
Activity Type or Area	Electric power supply
Period	2013 – to date
Job title or position held	Member in the Board of Administration
Main Activities and Responsibilities	<ul style="list-style-type: none"> - Sets out the main business lines and approves the strategies and development policies of the company;

	<ul style="list-style-type: none"> - Sets out the accounting policies and the financial control system and approves the financial planning; - Approves the proposals related to the global development strategy, revamping, modernization, economic – financial restructuring of the company;
Employer's Name and Address	CONPET S.A. Ploiesti, No.1-3, Anul 1848 Str., Ploiesti
Activity type or Area	Administration of the oil products transport in the national system
Period	2014 - 2015
Job title or Position held	Economist principal specialist within Post-Sale Customers Relations Service
Main Activities and Responsibilities	<ul style="list-style-type: none"> - Settles the complaints and proceedings entered in the registry of Electrica Furnizare S.A.; - Provides clients advice in the specific area; - Provides clients information related to aspects concerning the energy supplier;
Employer's Name and Address	S.C. ELECTRICA FURNIZARE S.A. Bucuresti, Stefan cel Mare Str., No.1 A, Sector 1, Bucuresti
Activity type or Area	Electric power supply support
Period	2003 – 2014
Job title or Position held	Chairman of the Board of Administration
Main Activities and Responsibilities	<ul style="list-style-type: none"> - Sets out the main business lines and approves the strategies and development policies of the company; - Sets out the accounting policies and the financial control system and approves the financial planning; - Approves the proposals related to the global development strategy, revamping, modernization, economic – financial restructuring of the company; - Negotiation, execution and track of the financing contracts with financial-banking institutions; - Direct coordination of the electric power producing and procurement; management of the electric power and gas energy contracts; sale and buy of green certificates; - Management of the balancing market; management of the electric power contracts (en-gros market, PCCB, PZU, procurement and supply in regulated and negotiated regime, highly efficient co-generation; - Analysis and assessment of the conditions existing on the electric power market; coordination electric power import and export activity; - Coordination, as project manager, of the projects on

	structural funds;
Employer's Name and Address	- S.C. NEPTUN S.A. , No.57-63, Bobalna Street, Campina
Activity type or Area	Design, mechanical transmission production, producing, electric power supply
Period	2011 - 2014
Job title or Position held	Deputy General Manager
Main Activities and Responsibilities	<ul style="list-style-type: none"> - Management of financial, technological and human resources needed for the effective operation of the company; - Negotiation, signing and tracking financing contracts with bank financial institutions
Employer's Name and Address	S.C. PALTINU S.A. Campina, Bobalna Street, no.57-63, Campina
Activity type or Area	Lease and sublease of the personal or leased assets
Period	2005-2014
Job title or Position held	Administrator and General Director
Main Activities and Responsibilities	<ul style="list-style-type: none"> - Settlement of company's general objectives and quarterly/half-yearly/annual monitoring of the objectives achievement level; - Elaboration and tracking the execution of the income and expenditure budgets; - Coordination of the commercial, marketing, technical, financial-accounting, human resources; - Identification of business opportunities, specific market monitoring and identification of the opportunities/constraints of legislative financial, technological and social nature existing in the business environment of the firm, the identification of the development opportunities related to the services offered by the firm in compliance with the market trends, identification and triggering the attracting the resources necessary for the implementation of new business ideas.
Employer's Name and Address	S.C. NEPTUN TRADING S.R.L., No.57-63, Bobalna Street, Campina
Activity type or Area	Wholesale of household appliances, radios and televisions
Period	2005-2014
Job title or Position held	Chairman of the Board of Administration
Main Activities and Responsibilities	<ul style="list-style-type: none"> - Elaboration of all necessary acts, useful for the achievement of the core business of the company; - Approves the annual procurement program; - Concludes legal acts on behalf and in the company's account; - Sets out the main business lines and approves the strategies and development policies of the company; - Approves the proposals related to the development global strategy, revamping, modernization, economic-financial restructuring of the company; - Negotiation, execution and tracking the financing contracts concluded with financial-banking institutions; - Coordination, as project manager, of the projects on structural funds;

Employer's Name and Address	S.C.SOCERAM S.A. Bucuresti
Activity type or Area	Building Materials Production
Period	2009-2014
Job title or Position held	Chairman of the Board of Administration
Main Activities and Responsibilities	<ul style="list-style-type: none"> - Sets out the main business lines and approves the strategies and development policies of the company; - Approves the proposals related to the development global strategy, revamping, modernization, economic-financial restructuring of the company;
Employer's Name and Address	S.C. HIDROTEHNICA GALATI S.A., No.1, Lunca Siretului Street, Galati
Activity type or Area	Construction of water projects
Period	2007-2013
Job title or Position held	Adviser
Main Activities and Responsibilities	Provides advice in the energy domain and obtains European funds for the core business
Employer's Name and Address	S.C. ELECTROUTILAJ S.A. Campina, No.44, Bobalna Street, Campina
Activity type or Area	Manufacturing of electric power control and distribution apparatus
Period	2004 - 2005
Job title or Position held	General Director
Main Activities and Responsibilities	<ul style="list-style-type: none"> - Management, organization and provision of maximum efficient operation of the company, by elaboration of development strategies, identification of opportunities, engagement of financial, technological and human necessary resources, coordination of the financial resources strategic planning, management of fixed assets, fiscal capital, observing the organizational business plan
Employer's Name and Address	S.C. METALEUROEST S.R.L, No 37-39, Fabricii Street, Campina
Activity type or Area	Trading the metals and primary metals for the foundries
Period	2003-2004
Job title or Position held	Chairman of the Board of Administration
Main Activities and Responsibilities	<ul style="list-style-type: none"> - Approves the strategies and development policies of the company; - Elaboration and tracking the execution of income and expenditure budgets; - Identification of business opportunities, specific market monitoring and identification of development opportunities
Employer's Name and Address	S.C. MEDIMFARM S.A., No. 11, Targoviste Street, Ploiesti
Activity type or Area	Wholesale of pharmaceutical products

Period	2000 - 2004
Job title or Position held	Commercial Director
Main Activities and Responsibilities	<ul style="list-style-type: none"> - Participate in the company's development strategy and the commercial strategy of the company; - Coordinating the supplying, marketing, technical, financial accounting, human resources activities; - Representing the company in relations with the third parties natural and legal persons;
Employer's Name and Address	S.C. METALEUROEST S.R.L. , Fabricii Street, no. 37-39, Campina
Activity type or Area	Trading the ferrous and nonferrous products for foundries
Period	1997 – 2000
Job title or Position held	Economist
Main Activities and Responsibilities	Negotiation with foreign suppliers of ferrous and nonferrous product offers, contractual conditions, imports' performance, customs formalities, offering the foundry, selling materials, tracking receipts
Employer's Name and Address	S.C. METALEUROEST S.R.L. , Fabricii Street, no. 37-39, Campina
Activity type or Area	Trading the ferrous and nonferrous products for foundries
Education and Training	
Period	2014
Qualification/ Diploma	PUBLIC PROCUREMENT EXPERT Certification
Name and type of organization providing education and training	Ministry of Education
Period	2010
Qualification/ Diploma	PROJECT MANAGER STRUCTURAL FUNDS Certification
Name and type of organization providing education and training	Prahova Chamber of Industry and Commerce
Period	2009
Qualification/ Diploma	Accessing programs financed by the administration of the Environment Fund
Name and type of organization providing education and training	Bordun Tehnologica
Period	2007 - 2008
Qualification/ Diploma	PROFICIENT MANAGEMENT
Name and type of organization providing education and training	CODECS THE Open University
Period	2004
Qualification/ Diploma	HUMAN RESOURCES INSPECTOR Certification
Name and type of organization providing education and	Prahova Chamber of Industry and Commerce

training	
Period	2002
Qualification/ Diploma	Business Science in Trade Management
Name and type of organization providing education and training	Perfect Service, Bucharest
Period	1997
Qualification/ Diploma	Computer-assisted management accounting
Name and type of organization providing education and training	PRO MANAGEMENT Bucharest
Period	1992 -1997
Qualification/ Diploma	Economist
Name and type of organization providing education and training	ACADEMY OF ECONOMIC STUDIES, Bucharest, Faculty of Commerce - Economics, majoring in Tourism-Services, University Degree in Economic Sciences
Period	1987-1991
Qualification/ Diploma	Baccalaureate
Name and type of organization providing education and training	High school no. 3 Campina, the Electro-technical Department, Electro- energetic certified
Personal Skills and Competences	
Mother language	Romanian
Foreign languages	English, written and spoken, conversational level
Social skills and competences	PR competences (social competence, good communication skills), team spirit, motivation and adaptation skills, creativity, seriousness
Organizational skills and competences	very good experience of project management and team leadership skills, ability to synthesis and analysis, decisional capacity
PC skills and competences	Windows user, Internet, OPEN
Driving license	B category
Personal Information	Married, 2 children