PERSONAL INFORMATION **Karina Paval**

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POSITION Conpet S.A Board of Administration

WORK EXPERIENCE

2018 – Present **Development Manager**
Dedeman, Bacău (Romania)

- Participation, with the Board, in the improvement of the business strategy, identifying and implementing strategy operational development opportunities:

  - Defining models of analysis of business problems and opportunities (cause-effect cost-benefit analysis, benchmarking etc.)

  - Developing structured analysis of the organisational problems identified in the logistic, procurement and sale domains;

  - Defining and presenting the development projects and the implementation thereof by collaborating with the department managers;

- Taking part in the decision process regarding the investments of the company:

  - Member in the negotiation investment development team;

  - Representing the company in the relation with the potential partners in the investment analysis stage;

  - Preparing/Presenting financial models/reports and formulating recommendations to the management of the company as a support in the decision process of selecting the investments.

2017 – 2018 **Development Consultant**
Dedeman, Bacău (Romania)

- Quantitative and qualitative analysis of data (internal database and market research) and direct observation of workflows with the purpose of delivering well-documented conclusions for the development projects;

2017 – Present **Investment Committee Member**
ROCA - SA Platform, Bucharest (Romania)

- Revision of investment opportunities proposed by the management of the fund in order to select the targets to be developed towards the stage of Investment Memorandum;

- Approval of ROCA - SA participation with shares in companies, as well as validation of the investment modality and equity withdrawal;

- Monitoring the fulfilment of risk/profitability objectives agreed by the shareholders;

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2016-2017

MPhil Real Estate Finance – Honours
University of Cambridge, Cambridge (United Kingdom)

- Main subjects: Real Estate Investment Financial Modelling; Methods and techniques presenting/processing statistical data; Business Finance and Real Estate Applications; Macroeconomics; Investments in secured financial instruments and securities;

- Dissertation with distinction: Estimating the determinants of real estate using the hedonic regression m a special analysis of the residential market in Bucharest, Romania;

- Master degree - RICS accredited (RICS – Registered Institute of Chartered Surveyors)

2013-2016

Bachelor of science, Business Administration – First Class Honours
Queen Mary University of London, London (United Kingdom)

- Main subjects: Accounting; Microeconomics; Macroeconomic modelling; Financial manage Corporate governance; Marketing; Statistics;

- "Alvaro Angeriz Memorial Prize" for academic excellence;

- President of QMUL Romanian Society;

2011-2013   IBD (International Baccalaureate Diploma) Programme, Bilingual Diploma
TASIS (The American School in Switzerland), Lugano (Switzerland)

PERSONAL SKILLS

Mother tongue   Romanian

Foreign language(s)

UNDERSTANDING		SPEAKING		WRITING
Listening	Reading	Spoken interaction	Spoken production	
C2	C2	C2	C2	C2
B1	B1	B1	B1	A2
A1	A1	A1	A1	A1

English
French
Spanish

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

Digital skills
- Advanced knowledge of Microsoft Word, Microsoft Excel and Microsoft PowerPoint;
- Advanced knowledge of statistical analysis in E-Views, STATA;
- Average knowledge of using Geographical Information Systems (GIS);
- Average knowledge of using SAP ERP.