



## Alin Mihael Danila

<b>Personal information</b>	
<b>Date of birth</b>	
<b>Nationality</b>	
<b>Gender</b>	Male
<b>Professional experience</b>	
<b>22.08.2023 – to date</b>	<b>Member of the BoD of CONPET SA</b>
<b>13.10.2021 – to date</b>	<b>Deputy Director S.C. SERVICII DE GOSPODARIRE URBANA PLOIESTI S.R.L.</b> <ul style="list-style-type: none"><li>- Ensuring the management of the company's activity, its coordination and control regarding the use of financial, material and human resources, in order to achieve the company's objectives, directly or through subordinate personnel;</li><li>- fulfilling the decisions of the General Meeting of Shareholders and the Board of Directors (BoD) accurately and within the established terms;</li><li>- The presentation, whenever requested or necessary, to the BoD of the revenues and expenditures budget performance, of the information regarding the economic and financial situation of the company, the stage of the investments, the stage of the measures implemented or any other requested documents and information, as well as the measures taken in case of non-fulfilment thereof;</li><li>- Ensuring the monitoring in view of achieving the revenues and expenditures provisions/indicators;</li><li>- Ensuring the management and functioning of the company, top management, organization, representation and administration of the company's activity, as per the law and the company's Articles of Incorporation;</li><li>- Presentation to the BoD, at the end of the financial year, of the level of fulfillment of the company's objectives, the balance sheet, the profit and loss statement, the censors/auditors' report and the annual report, as per the legal provisions in force.</li></ul>
<b>04.04.2019 – 31.10.2021</b>	<b>Director General S.C. SERVICII DE GOSPODARIRE URBANA PLOIESTI S.R.L.</b> <ul style="list-style-type: none"><li>- Ensuring the management of the company's activity, its coordination and control regarding the use of financial, material and human resources, in order to achieve the company's objectives, directly or through subordinate personnel;</li><li>- fulfilling the decisions of the General Meeting of Shareholders and the Board of Directors (BoD) accurately and within the established terms;</li><li>- The presentation, whenever requested or necessary, to the BoD of the revenues and expenditures budget performance, of the information regarding the economic and financial situation of the company, the stage of the investments, the stage of the measures implemented or any other requested documents and information, as well as the measures taken in case of non-fulfilment thereof;</li><li>- Ensuring the monitoring in view of achieving the revenues and expenditures provisions/indicators;</li><li>- Ensuring the management and functioning of the company, top management, organization, representation and administration of the company's activity, as per the law and the company's Articles of Incorporation;</li><li>- Presentation to the BoD, at the end of the financial year, of the level of fulfillment of the company's objectives, the balance sheet, the profit and loss statement, the censors/auditors' report and the annual report, as per the legal provisions in force.</li><li>- Hiring, promoting and dismissing employed staff, in accordance with the law; negotiating the individual labor contracts, and participating in the negotiation of the Collective Labor Contract;</li><li>- Establishing the necessary measures in view of achieving the company's approved revenues and expenditures budget, directly or through the subordinate staff;</li><li>- Coordinating the specific activity carried out by the company's directors;</li><li>- The negotiation, as president of the negotiation committee, of the collective labor contract, based on the mandate granted by the BoD;</li><li>- Informing the BoD regarding the irregularities discovered during the performance of their duties;</li></ul>

	<ul style="list-style-type: none"> <li>- Concluding legal acts in the name and on behalf of the company.</li> </ul>
<b>01.01.2017 – 05.07.2019</b>	<p><b>Head of the Public and Private Domain Administration Department / Urban Heating AUTONOMOUS ADMINISTRATION OF PUBLIC SERVICES</b></p> <ul style="list-style-type: none"> <li>- Coordination of the subordinated department;</li> <li>- Ensuring the proper execution of contracts and monitoring the achievement of tasks;</li> <li>- Taking measures and taking the initiative in solving job-specific activities;</li> <li>- The professional evaluation of the staff subordinated on the established time periods, in accordance with the legal provisions;</li> <li>- Responsibility for the current resolution of problems, approving and signing the department's assignments;</li> <li>- Establishing the specific objectives and performance indicators.</li> </ul>
<b>05.01.2009 – 01.01.2017</b>	<p><b>Department Head of Bucov Botanical Garden COUNTY MUSEUM OF NATURAL SCIENCES</b></p> <ul style="list-style-type: none"> <li>- Management, organization and coordination of the subordinate team;</li> <li>- Establishing the general and specific objectives and the performance indicators for the subordinate service, in order to achieve the activity object;</li> <li>- Distributing to the subordinate personnel, hierarchically, the tasks assigned to be solved;</li> <li>- Tracking the timely resolution of assigned tasks;</li> <li>- Proposing and taking measures to improve performance within the coordinated structure;</li> <li>- Monitoring compliance with the rules of conduct and discipline by the subordinate personnel.</li> </ul>
<b>05.01.2013 – 31.12.2016</b>	<p><b>Manager SC GREEN PROJECT AB ENERGY</b></p> <ul style="list-style-type: none"> <li>- Annually establishing, alongside the unit directors, of the general development objectives;</li> <li>- Informing each director on the general and specific objectives foreseen for each unit and ensuring that they are communicated to the staff within each unit;</li> <li>- Annual/biannual/quarterly monitoring of the degree of achievement of objectives;</li> <li>- Establishing personal objectives (performance indicators) and for top management in strict accordance with the company's objectives;</li> <li>- Participating in the annual preparation of the revenues and expenditures budget, analyzing the submitted proposals, making the necessary corrections and approving the final budget;</li> <li>- Monitoring the market and identifying development trends;</li> <li>- Analysis of legislative, financial, technological and social opportunities/constraints in the company's business environment;</li> <li>- Identifying ways to develop the services offered by the company in accordance with the market trends;</li> <li>- Identifying and attracting the necessary resources for the implementation of new business ideas;</li> <li>- Ensuring the company's good image on the market;</li> <li>- Identifying of investment and profit opportunities;</li> <li>- Developing positive relationships with key people in order to strengthen the company's position;</li> <li>- Participating in business meetings with suppliers, clients, financial bodies and governmental institutions from the country and abroad;</li> <li>- Representing the organization in relations with third-party natural or legal persons in accordance with the power of attorney granted by the General Meeting of Shareholders.</li> </ul>
<b>24.04.2009 – 05.01.2013</b>	<p><b>Executive Director S.C. PORA S.R.L.</b></p> <ul style="list-style-type: none"> <li>- Power to decide on new development directions;</li> <li>- Establishing sales and profit plans;</li> <li>- Representing the organization in relations with third-party natural or legal persons in accordance with the power of attorney granted by the General Meeting of Shareholders;</li> <li>- Signing payrolls, company financial reports, statistical reports or requests for investments within the company;</li> <li>- Requesting activity reports and taking the necessary measures in order to increase the efficiency of the company's activity;</li> <li>- Establishing task execution priorities for the subordinate staff;</li> <li>- Approval of rewards/penalties, extension/termination of the activity after the probationary period of the employees;</li> <li>- Approving/rejecting the requests of subordinate staff;</li> </ul>

	<ul style="list-style-type: none"> <li>- The annual establishment, alongside the unit directors, of the general development objectives;</li> <li>- Informing each director on the general and specific objectives foreseen for each unit and ensuring that they are communicated to the staff within each unit;</li> <li>- Quarterly/semi-annual/annual monitoring of the degree of achievement of objectives.</li> </ul>
<b>01.12.2008 – 23.04.2009</b>	<b>Engineer</b> <b>S.C. PORA S.R.L.</b> <ul style="list-style-type: none"> <li>- Coordinating the team of workers in order to complete the assignments according to the timetable;</li> <li>- Elaborating reports on the stage of things and inclusion in the timetable;</li> <li>- Participating in work preparation sessions.</li> </ul>
<b>01.08.2007 – 30.11.2008</b>	<b>Administrator</b> <b>S.C. AYC CONSULTING S.R.L. PLOIESTI</b> <ul style="list-style-type: none"> <li>- Ensuring the management of the company's activity, its coordination and control regarding the use of financial, material and human resources, in order to achieve the company's objectives;</li> <li>- Representing the company in business relations;</li> <li>- Establishing the company's business and development objectives.</li> </ul>
<b>03.11.2003 – 16.01.2007</b>	<b>Administrator</b> <b>S.C. ASCM S.A.</b> <ul style="list-style-type: none"> <li>- main objectives executed: CONPET STREJNIC Stadium, LUBRIFIN BRASOV factory, CARDINAL MOTORS Showroom, ANP Logistic Center, CRANGUL LUI BOT Electrode Factory;</li> <li>- Ensuring the construction plan;</li> <li>- Preparing the project plans;</li> <li>- Supervising the activity of the subordinate team;</li> <li>- Coordinating and controlling the field teams and the activities carried out by them;</li> <li>- Monitoring the progress of the tasks from a quantitative and qualitative point of view;</li> <li>- Preparing activity reports;</li> <li>- Planning, organizing, and monitoring the execution from the point of view of compliance with the plans, adherence to the established deadlines and the quality of the assignments.</li> </ul>
<b>10.07.2001 – 07.01.2003</b>	<b>Engineer</b> <b>S.C. ALDECO ART S.R.L.</b> <ul style="list-style-type: none"> <li>- Supervising the activity of the subordinate team;</li> <li>- Coordinating and controlling the field teams and their activity;</li> <li>- Monitoring the progress of the tasks from a quantitative and qualitative point of view;</li> <li>- Preparing activity reports;</li> <li>- Studying construction plans and implementing them;</li> <li>- Ensuring permanent assistance for contractors, transmitting information to the Project Manager;</li> <li>- Ensuring the management of the quality management system at the location level;</li> <li>- Providing technical information and maintaining the relationship with the client over the course of the project.</li> </ul>

#### **Education and professional training**

<b>01.10.2018 – 01.06.2020</b>	<b>Master's Degree</b> <b>Petre Andrei University</b> Field of study: Leadership and political psychology
<b>01.10.2013 – 01.06.2016</b>	<b>Bachelor's Degree</b> <b>George Baritiu University Brasov</b> Field of study: Public administration
<b>01.10.1996 – 01.06.1999</b>	<b>Bachelor's Degree</b> <b>Bucharest University of Polytechnics</b>
<b>25.09.2019 – 04.10.2019</b>	<b>Project Manager</b> <b>Resume Consulting</b>
<b>27.09.2009 – 30.09.2009</b>	<b>Advanced training</b> <b>Ministry of Education</b> Field of study: Performance management in public office
<b>22.02.2022 – 28.03.2022</b>	<b>Human resources manager</b> <b>Prahova Chamber of Commerce and Industry</b>

12.05.2005 – 15.05.2005	Curator Ministry of Culture
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### LANGUAGE SKILLS

Mother tongue: Romanian

Other languages	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
ENGLISH	C1	C1	C1	C1	C1
ITALIAN	B1	B1	B1	B1	B1

Levels: A1/A2 Basic user – B1/B2: Independent user – C1/C2: Proficient user

[Common European Framework of Reference \(CEF\) level](#)

### Digital competences

#### My digital competences

Microsoft Office (Word, Excel, Power Point) | Microsoft Office (Word, PowerPoint, Excel, Access)