

## CURRICULUM VITAE

### ARMAND SPIRU CIOBESCU



#### PERSONAL SUMMARY

Address  
Tel.  
Email  
Nationality Romanian  
Date of Birth May 07,1977

#### WORK EXPERIENCE

##### **February 2011 – October 2012**

Company **MAGIC TIC TAC**, Ramnicu Valcea  
Business Area FMCG Trading  
Position **Executive Manager**  
Responsibilities

- Coordinate the company's departments
- Increase the company's turnover and profitability
- Supervise sales and purchasing contracts
- Manage relationships with top customers and suppliers
- Responsible for the income and expenses budget and for the cash flow
- Develop new production sector implementing European funds projects
- Main achievements: 18% turnover increase during the first year and initiation of axis projects

##### **August 2007 – February 2011**

Company **AGER BUSINESS TECH SA/AGER LEASING SA - Bucharest**  
Business Area IT&C Solutions/Leasing/Software  
Position **Commercial Manager/Sales**  
Responsibilities

- Responsible for the income and expenses budget and for the cash flow, with reports to shareholders (4 reports/year).
- Coordinate the commercial/sales department
- Negotiate with clients purchasing the group's products and services
- Negotiate and manage the legal resources regarding agreements with main suppliers
- Develop and implement new business strategies, new technologies and products on domestic market
- Create and supervise a national distribution network for suitable products
- Organize an expert team specialized in public auctions and implement a new regulation on inter-departmental collaboration, creating project teams based on project management and integrating the two companies of the group by building up a unique sale offer (equipments + services + financial /operational leasing)

- Project Manager position for all contracts exceeding 2 million Euro value.
- Main achievements: 31% annual turnover increase starting 2007, 28% annual profit increase, successful completion of the company's main projects.

**May 2001 – August 2007**

Company **AGER BUSINESS TECH – Bucharest**  
 Business Area IT&C  
 Position **Product Manager – Marketing Department**

- Responsibilities
- Direct responsibility to implement new technologies and products on the market
  - Identify the demand of NEC Japan products on the market through marketing studies. Subsequently, the company I worked at has been appointed as the unique distributor of NEC products in Romania
  - Develop a sub-distribution channel for NEC products including 14 companies in Romania and turnover increase to 900,000 USD after two years
  - Product Manager for HP and Microsoft products within Ager; integration of these products and solutions with Ager offer, particularly for local public administrations and governmental institutions.
  - Media Marketing
  - Business relationships with new foreign partners; training for the sale team and management of the commercial relationship with suppliers as regards price policy, imports and payments.

**STUDIES AND SPECIALIZED COURSES**

**1995-1999**

Name Faculty of Law - Spiru Haret University, Bucharest

Main qualifications

- Bachelor in Law
- Microsoft Project Manager; Project Manager course
- Courses and qualifications in sales, risk analysis, negotiation techniques, time management, information security
- ORNISS Certificate – information security

**PERSONAL SKILLS AND COMPETENCIES**

- Result-oriented, good leader and coordinator
- Experience in international contracts negotiation, both sale and purchase contracts

**MOTHER TONGUE ROMANIAN**

<b>FOREIGN LANGUAGES</b>	<b>ENGLISH</b>	<b>FRENCH</b>
Reading	Very well	Satisfactory
Writing	Very well	Satisfactory
Speaking	Very well	Satisfactory

**CORPORATE SKILLS AND COMPETENCIES**

- Experience in leading project teams and commercial/sale departments
- Practical mind, able to make decisions, to work in a business environment with strict rules and procedures, experience in complying with ISO 9001, 14001, 27001 standards.
- Very good knowledge regarding current legislation, acquisitions legislation as well as international business environment legislation.

**TECHNICAL SKILLS AND COMPETENCIES**

Computer knowledge, MS Windows, MS Office, Business Intelligence Software, ERPs/ CRMs of different types, Document Management software.

**DRIVING LICENSE**

B category

**ADDITIONAL INFORMATION**

Contact person for references:

AGER – Bogdan Savin, General Manager, majority shareholder, email [bogdan.savin@ager.ro](mailto:bogdan.savin@ager.ro)

Magic Tic-Tac – Dan Plosca, Administrator, shareholder, email [dan.plosca@magic-tictac.ro](mailto:dan.plosca@magic-tictac.ro)