

CURRICULUM VITAE

Personal information

First name/ Surname Radu Andrei
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Nationality Romanian
Date of birth 27 November 1968
Gender Male

Current employer / Field of activity SC LIVINGJUMBO INDUSTRY SA Buzau / Management

Professional experience

Period **2006 – 2013 (present)**
Occupation or position held General Manager
Main activities and responsibilities Organizing and coordinating the activities of subordinate departments. Focus on improvement of the company's results in every aspect of its activity, showing respect and consideration equally to all interested parties: employees, customers, suppliers and shareholders.
Name and address of employer SC LIVINGJUMBO INDUSTRY SA Buzau (www.livingjumbo.ro)
Type of business or sector Manufacture of plastic packaging (CAEN code 2222) – flexible containers made of polypropylene for bulk material packaging (200 - 2000 kg)

Period **2004 - 2006**
Occupation or position held Deputy Commercial Manager
Main activities and responsibilities Preparation of the commercial strategies in view of achieving the established targets, coordination of the whole commercial activity, insurance of the correct application of the operational procedures of sales/acquisitions and purchasing/deliveries.
Name and address of employer SC LIVING PLASTIC INDUSTRY SA Buzau (in the same group with the previous company) (www.lpi.ro)
Type of business or sector Manufacture of plastic packaging (CAEN code 2222) – woven polypropylene bags for goods packaging (15 – 50 kg)

Period **2000 - 2004**
Occupation or position held Marketing Manager
Main activities and responsibilities Coordination of research, strategic planning, marketing programming. Specific functions of research activities: design, collection of data, processing and analysis. Specific functions of strategic planning hiring activity: analysis of target markets, positioning of the offer, developing marketing strategies. Specific tasks of programming activities: analysis, setting specific goals and strategies, budgeting, control.

Name and address of employer	SC LIVING PLASTIC INDUSTRY SA Buzau (www.lpi.ro)
Type of business or sector	Manufacture of plastic packaging (CAEN code 2222) – woven polypropylene bags for goods packaging (15 – 50 kg)
Period	1998 - 2000
Occupation or position held	Sales Representative
Main activities and responsibilities	Planning the sale, visiting customers and presenting the products, creating and developing relationships with customers, identifying new customers in the market; recovery of outstanding balances from customers.
Name and address of employer	SC LIVING PLASTIC INDUSTRY SA Buzau (www.lpi.ro)
Type of business or sector	Manufacture of plastic packaging (CAEN code 2222) – woven polypropylene bags for goods packaging (15 – 50 kg)
Education and training	
Period	2004 - 2006
Title of qualification awarded	MBA Marketing (Magna Cum Laude)
Principal subjects/occupational skills covered	Over 600 hours of classes representing 57 credits. Modules: General Management, Strategic Management, Finance, Micro & Macro Economics, Marketing
Name and type of organization providing education and training	Romanian-Canadian MBA program, organized in partnership with the University of Ottawa, Telfer School of Management from Canada (www.bsm-mba.ro/en/)
Level in national or international classification	MBA (Master in business administration)
Period	1988 - 1993
Title of qualification awarded	Engineer – specialization in Equipment and technology for welding
Principal subjects/occupational skills covered	Equipment and technology for welding
Name and type of organization providing education and training	University 'Transilvania' from Brasov
Level in national or international classification	Dipl. Eng.
Personal skills and competences	
Mother tongue	Romanian

Other language(s)
Self-assessment
(European level)

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C2	Experimented user	C2	Experimented user	C2	Experimented user	C2	Experimented user	C2	Experimented user
B1	Independent user	B2	Independent user	A2	Basic user	A2	Basic user	A2	Basic user
A1	Basic user	A1	Basic user	A2	Basic user	A2	Basic user	A2	Basic user

English
French
Italian

(*) Common European Framework of Reference for Languages

Social skills and competences

Communication skills, creativity, dynamism, efficiency, team spirit, sociability, rapid integration into new collective, positive thinking

Organizational skills and competences

Multi-disciplinary experience, capability to develop and implement strategies. Leadership skills. Negotiating skills. Reasoning and dissemination skills. Ability to solve complex problems. Focus on control systems of management control.

Technical skills and competences

Referee Foreign Trade - Certificate obtained from the course "Management of foreign trade operations "(Center for Training, Consultancy and International Trade Management „Percomex” SA).

Computer skills and competences

Advanced user Microsoft Office (Word, Excel, PowerPoint, Publisher)
Advanced user e-mail client and internet (Outlook, Thunderbird, Firefox, IE, etc)
Advanced user statistics software SPSS®
Elementary knowledge ERP applications (EXACT™, Atlantis)
Elementary knowledge graphics software Adobe Photoshop, Corel Draw, Corel Xara

Other skills and competences

„Communication in organizations” - course funded by the EU Phare Programme - PROGRES - 2000
„Negotiation” - Training funded by the EU Phare Programme - PROGRES - 2000
Certified trainer - Certificate of graduation issued by the National Adult Training which is recognized both nationally and in the Member States of the European Union – November 2010

Driving license

„B” category

Annexes

Copy of MBA diploma
Copy of engineer diploma
Copy of Percomex certificate
Copy of the Trainer certificate