

Ioana Alina Drăgan

Rezumat

Doamna Drăgan și-a construit experiența profesională activând deopotrivă în domeniul privat în companiile Siemens România, BRD-Groupe Societe Generale, dar și în domeniul public, respectiv în cadrul Ministerului Energiei. S-a specializat în particular pe patru arii din domeniul financiar: bancar, garanții, trezorerie și proiecte de finanțare.

Din noiembrie 2015 este membru interimar al Consiliului de Administrație al Electrica SA.

După opt ani petrecuți în domeniul privat, începând cu anul 2014, Ioana Drăgan s-a alăturat sectorului public, în cadrul Ministerului Energiei. Începând cu martie 2014 a ocupat poziția de consilier ministru, responsabil cu expertiza în domeniul economic, iar ulterior a ocupat funcțiile de șef și expert al serviciului de Administrare la Direcția Generală Privatizare și Administrare a Participațiilor Statului în Energie. În actualul post ocupat, principalele sale atribuții și responsabilități se concentrează în jurul promovării unei bune guvernante corporative în cadrul companiilor de stat din energie, elaborarea de măsuri în vederea optimizării proceselor având ca obiectiv final atingerea priorităților de strategie ale departamentului de administrare.

Anterior, doamna Drăgan a ocupat funcția de specialist financiar și responsabil al departamentului Siemens Financial Services, contribuind la implementarea și gestionarea unui departament nou de servicii financiare înființat în cadrul companiei Siemens România. Responsabilitățile profesionale s-au concentrat pe trezorerie, garanții și proiecte de finanțare. Printre proiectele coordonate se numără dezvoltarea de soluții financiare și a strategiilor de mitigare a riscului valutar pentru sectoarele de business și pentru diviziile companiei locale.

Printre activitățile desfășurate în cadrul Siemens, se regăsesc implementarea, executarea și monitorizarea procedurilor de risc și control intern aferente noului departament, întocmirea rapoartelor de management, buget și previziuni financiare precum și administrarea tranzacțiilor de hedging.

În calitate sa de responsabil financiar, doamna Drăgan a organizat și desfășurat programe de training în materie de hedging și expunerile din risc valutar pentru entitățile locale ale companiei și s-a ocupat de identificarea unor noi strategii de hedging.

Doamna Drăgan a acumulat o experiență de 7 ani în sectorul bancar între anii 2005 și 2012, desfășurându-și activitatea în cadrul BRD-Groupe Societe Generale și având ca responsabilitate managementul portofoliului afiliat sectorului de private banking. Principalele sale atribuții în acest sector au fost coordonarea planificării comerciale a segmentului de private banking, definirea obiectivelor strategice, analiza și evaluarea portofoliului de investiții gestionat, creșterea indicatorilor de venit și performanță, cât și optimizarea proceselor de audit și raportare la nivel de top management.

Printre activitățile desfășurate în sectorul bancar, doamna Drăgan a coordonat activitatea în vederea eficientizării proceselor de business, analiză și evaluare a comportamentului consumatorului, asigurând o bună planificare la nivel regional a strategiilor pe termen mediu pentru un portofoliu diversificat de clienți.

Doamna Drăgan vorbește fluent engleză și are cunostințe medii de limba germană (nivel Europass B2).

Studii / calificari relevante

Doamna Drăgan este licențiată în economie, absolvind Facultatea de Finanțe, Asigurări, Bănci și Burse de Valori din cadrul Academiei de Studii Economice București, specializarea Finanțe, Bănci și Burse de Valori.

În anul 2014 a obținut certificatul de absolvire a programului „WU Energy Expert”, din cadrul „Vienna University of Economics and Business”.

Experienta relevanta

Detine o experiență vastă în domeniul bancar și financiar, cu expertiză în trezorerie, garanții și proiecte de finanțare.

A deținut funcția de membru în Consiliul de Administrație al companiei Nuclearelectrică în perioada 2014-2015.

Din august 2014 este membru al Consiliului de Administrație al Companiei Naționale a Uraniului.

Ioana Alina Drăgan

Bucharest, Romania

Work Experience: Present
- Aug
2014

GOVERNMENT OF ROMANIA-Ministry of Energy

Role: Expert within Department for Administration of State Ownership in Energy

Responsibilities:

- Coordinate the Administration Department of State Ownership in Energy and develop sector strategies framework within Department for Energy
- Direct maintaining work systems, procedures, and policies that enable and encourage the optimum performance of the people and other resources within the Department of Administration
- Provide necessary support to colleagues through effective communication.
- Responsible for drafting proposals for work procedures and for approving the activities within Department of Administration
- Participation in the selection of experts specialized in human resources recruitment according to O.U.G. 109/2011 regarding corporate governance of public enterprises
- Monitor the work of special administrators of State Ownership in Energy
- Drafting analysis and synthesis notes requested by the Ministry of Energy, containing mergers, restructuring, reorganization, liquidation and dissolution, increasing or decreasing the capital, operational closure of unprofitable assets or subunits

Present
- Sept
2015

OPCOM – Romanian gas and electricity market operator

Member of the Shareholders General Assembly

Company's Profile:

- According to the provisions of the primary and secondary legislation in force, the company Operatorul Pietei de Energie Electrica si Gaze Naturale "OPCOM" S.A. fulfills the role of the electricity market administrator, providing an organized, viable and efficient framework for the commercial trades' deployment on the wholesale electricity market and performs administration activities of the centralized markets in the natural gas sector, complying with the consistency, correctness, impartiality, independence, equidistance, transparency and non-discrimination conditions.
<http://www.opcom.ro/>

Present
-Aug
2014

NATIONAL COMPANY OF URANIUM S.A.

Member of the Board of Directors

Company's Profile:

- The National Company of Uranium manages the uranium mineral resources in which can be found on the territory of Romania. The company is engaged in mining uranium deposits, preparation and obtaining uranium concentrates, refining and marketing of UO₂ pure nuclear concentrates, conservation, aiming towards turning its activities to green business (activities) and rehabilitation of closed businesses.
<http://www.cnu.ro/>

2015-
2014

S.N. NUCLEARELECTRICA S.A.

Member of the Board of Directors

Company's Profile:

- The main activity fields of SNN SA are centered on the generation of electrical and

thermal power, and manufacturing of nuclear fuel. SNN SA also coordinates the investment-development activities as well as human resources training and optimization.

- S.N. Nuclearelectrica S.A. has two branches, no legal person: Cernavoda NPP Division operating Cernavoda NPP Units 1 and 2 and the auxiliary services and performing the preservation of Unit 3, 4 & 5 until completion and commissioning; FCN - Pitesti, the Nuclear Fuel Plant - manufacturing nuclear fuel for Cernavoda NPP Units 1 & 2; <http://www.nuclearelectrica.ro/>

March
2014-
Aug
2014

GOVERNMENT OF ROMANIA- Ministry of Energy

Role: Adviser of the Minister

Responsibilities:

- Participating in working groups such as Delivery Unit (in collaboration with World Bank and Tony Blair Associates) as a Department for Energy representative
- Propose strategies and develop specific measures in line with Department for Energy's priorities
- Responsible for financial analysis and financial reporting
- Drafting analysis and synthesis notes requested by the Ministry of Energy,
- Coordinate the process of implementation and distribution of the updates concerning risk and control procedures on entity level

2012-
2013

SIEMENS ROMANIA-BUCHAREST

Role: Country Financial Specialist- Responsible for Siemens Financial Services

Department("SFS")

Responsibilities:

- Responsible with the implementation and management of Siemens Financial Services, a new department within Siemens Romania; activities covering 3 major departments: Treasury, Guarantees, Project Structured Financing
- Currency and credit manager for all Siemens's entities on country level
- Developing financials solutions and risk mitigating strategies for the internal clients (Sectors/Business Units/Divisions) on country level
- Coordinate the process of implementation and distribution of the updates concerning risk and control procedures on entity level
- Responsible for Risk and internal control assessments assigned to Siemens Financial Services for the regional company;
- Responsible for management reporting, budgeting and forecasting
- Administration of all underlying hedging transactions, FX deals, assurance of the determined Hedge Ratio
- Responsible for all country treasury processes including monitoring the bank accounts balances and handling payment instruments
- Establish and maintain a fruitful cooperation with the external banks, cluster and sectors

Achievements:

- Build capability on hedging area using trainings, communications, workshops, knowhow sharing, resulting an increase of 30% on hedging volume within the regional company
- Identified 2 new Hedging Strategies for 2 new projects in collaboration with Cluster Treasury Department
- Streamline existing processes related to payments on daily activities by defining a

- new methodology for reconciliation and monitoring the weekly reports
- Introducing and implementing the procedure regarding Management of Receivables
- Defined the internal Risk and Internal Audit Processes within Siemens Financial Services
- Aligned the local banks to a standard company commissioning and improved the collaboration by reducing the costs with 33%
- Improved the knowledge on Project Structured Financing through continuous communication with Divisions and by organizing individual meetings for identifying the optimal financing methods

2008-
2012

BRD – GROUPE SOCIÉTÉ GÉNÉRALE – BELLER AGENCY

Role: Bonne GAMME Relationship Manager

Responsibilities:

- Deputy Branch Manager for 1 year; managed a team of 7 employees
- Established and manage a portfolio of 400 high net worth clients, both local and foreign
- Cash management monitoring, the risk and money laundering reporting, monthly performance indicators, management reporting
- Involved in the optimization of the periodical internal audit processes
- Involved in business processes analysis and optimization focused on targeting new client and consumers' behavior
- Constantly developing knowhow regarding new banking channels (mobile, online, SMS)
- Ensured effective planning of the commercial initiatives and actions on agency level
- Coordinated the acquisition and suitable development of the portfolio of customers for all targeted segments
- Coordinated credit proposals' structuring, evaluating the clients' solvency

Achievements:

- Achieved 20% annual growth rate of revenue indicators through cross selling and active promotion of new products and services
- Implemented 3 new cross department collaborations models tools, delivering customized solutions for large enterprises
- Identified 2 new market opportunities based on competition and macroeconomic environment (interest rates and exchange rates)
- Earned "Award 1" and "Award 2" for best performing advisor and best results in product-oriented sales

2007-
2008

BRD – GROUPE SOCIÉTÉ GÉNÉRALE – BELLER AGENCY

Role: Grand Public Relationship Manager

Responsibilities:

- Increase the client base and improve the agency's revenue indicators
- Coordinates the acquisition and a suitable development of the portfolio of customers for all target segments
- Ensured effective planning of the commercial initiatives and actions on agency level

Achievements:

- Increased the client base with 200%
- Improved revenue related indicators of the agency (more than 70%), offering

- standardized banking products to the general public
- Exceeded the sales target by more than 50% in the first 3 months
- Promoted to advisor for high net worth individuals in 5 months

2005-
2007

BRD – GROUPE SOCIÉTÉ GÉNÉRALE – ASE Agency

Role: Front Desk Operator

Responsibilities:

- Focus on a specific customer segment, respectively students selling and promoting banking products and services customized to fit their needs and lifestyle
- Increase the client base and improve the agency's revenue indicators
- Coordinates the acquisition and a suitable development of the portfolio of customers for all target segments

Achievements:

- Constantly achieved top 3 in monthly sales rankings (approx. 80 person sales force)
- Initiated and organized presentations aimed at increasing the visibility, the understanding of the banking portfolio and expanding the potential client pool
- Launched and advertised new financing product for students facilitating their access to summer jobs abroad

Education:

2004-
2008

Academy of Economic Studies (ASE) – Bucharest Romania

The Faculty of Finance, Insurances, Banks and Stock Exchange

Bachelor of Economics, Major: Banks and Capital Markets

2000-
2004

Bucharest „Spiru Haret National College”

Mathematics and Informatics-Intensive English Language

**Additional
Qualifications &
Certifications:**

WU Energy Expert, issued by Vienna University of Economics and Business , 2014

Guarantees Training-Erlangen, Germany November 2012

Hedging Methodology Workshop-Wien, Austria October 2012

Accounting and Controlling Training-Wien Austria December 2012

European Foundation Certificate in Banking (EFCB), issued by European Banks Training Network October 2009

Controlling and Costs Monitoring Systems Implementation, Cost Cutting Training- August 2013

English Language Skills Certificate, issued by the Ministry of Research and Development

Informatics Skills Certificate, issued by the Ministry of Research and Development

Language Skills:

English –fluent (TOEFL test – 2010); **German** – elementary

Computer Skills:

Microsoft Office, SAP, Communication tools, High literacy in Banking Software I-Bank, GREAT TOOL, ACURAT, FINAVIGATE, OST