

Curriculum Vitae

Personal information

Name **Cosmin Petrescu**
Address Bucharest, Romania
Phone
E-mail
Nationality Romanian
Born 1978
Gender M



Professional Experience

Name and address of employer **FNGCIMM (The National Loan Guarantee Fund for SMEs), Bucharest, Romania**
Period **2020 - present**
Occupation or position held **Executive Manager for Reporting, State Aid and IT, President of working groups**
Main activities and responsibilities
IT Division:

- I carried out activities of planning, coordination, management, control, and evaluation of the activities in the field of data and electronic information processing, IT systems, analysis and programming systems.
- I have initiated the implementation of performant IT systems based on the needs of the Fund, as well as in accordance with the new developments in the IT sector.
- I have monitored the IT Division and have initiated a Working Group for the elaboration of the IT Strategy of the FNGCIMM.
- I have implemented a visual tool for managing the software developments and have successfully negotiated a maintenance contract with TotalSoft - one of the main suppliers of IT solutions.

State Aid Division:

- I was in charge with setting up the team of the State Aid department, formed by 8 people. Currently the team successfully undertakes registration activities in the RegAS system, as well as monitoring and reporting the state aids, and monitoring the financial mechanism for grant applications and payments within IMMINVEST program.

Reporting Division:

- I have coordinated tracking activity for the cashing in of the guarantee fees for the guarantees issued by the Fund and have elaborate regular reports regarding the guarantees threshold in the Guarantees Reporting and Validation Division.

IMMINVEST:

- As the president of the working group for the IMMINVEST ROMANIA Program, I have coordinated the activity of a team of 153 people from different departments of FNGCIMM. I have supervised the implementation of the program through different phases (registration of the SMEs on the dedicated portal: www.imminvest.ro, the analysis and granting of the Guarantee letter and of the state aid within the Guarantee Division, the monitoring, the development of payments approval system and reporting to the Ministry of Finance).

EBRD:

- I am the President of the working group for the relation with EBRD, a program aiming to identify technical solutions for the implementation of new guarantee products within a partnership between EBRD – FNGCIMM – financing party.

Name and address of employer	GILBARCO VEDEER ROOT, Bucharest, Romania
Period	2015-2020
Occupation or position held	European Manager WetStock Projects & Implementation, Europe
Main activities and responsibilities	<ul style="list-style-type: none"> - I was in charge with the management and strategic orientation of the operational team dealing with projects and implementation in Europe, leading an international team constantly focused on providing quality for clients and timely delivery of cloud-based solutions. - I have recruited, led and motivated a team of WetStock analysts and specialists. - New clients and client portfolio management, as well as client service for them. - I have implemented a system for the daily monitoring of the team, by using LEAN tools and calibrated measurements of the KPIs for progress monitoring and task prioritization.
Period	January 2010 – December 2014
Occupation or position held	Business Development Manager, East Europe and Mediterranean Regions
Main activities and responsibilities	<ul style="list-style-type: none"> - I have developed and implemented the sales strategy of the company for measuring systems of the fuel stocks, and I have supported the development of stock management in the Region. - I made monthly forecasts for income and sales and I was directly involved in building the opportunities funnel (in charge for an annual sales budget of more than EUR 2 mn). - I acted as a mentor for the sales team using Value Sales Tools. I have developed sales plans with country and key account managers. - I was in charge with fiscal and environmental regulation compliance for maximizing the sales of the tank measurements systems.
Period	June 2006- December 2010
Occupation or position held	Key Account and Project Manager
Main activities and responsibilities	<ul style="list-style-type: none"> - I was in charge with the OMV/Petrom and MOL accounts, development of the services and products portfolio, development of the relation between clients and company. - As Key Account Manager I was in charge with an annual sales budget of EUR 2.5 mn, and as a POS Project Manager I was responsible of the overall budget of the project, as well as with the timely implementation, acting as a liaison between the team of OMV/Petrom and the other stakeholders of the project.
Name and address of employer	Regio Impex SRL, Bucharest Romania
Period	November 2001 – May 2006
Occupation or position held	IT and Service Manager
Main activities and responsibilities	<ul style="list-style-type: none"> - I was in charge with the budget of the department. I have set-up a very competitive team dealing with 3 levels of services (service and on-site installations, remote assistance office) for POS systems in 650 gas stations of OMV/Petrom. - I have developed the IT department for the implementation of POS systems. By creating new departments such as 24/7/365 HelpDesk and POS service and maintenance, I have contributed to the positioning of Regio Impex as one of the leaders on the POS market in Romania.
Education and training	
Qualification/Degree	Bachelor's degree in Cybernetics and Economic Forecasting
Name of the institution	University for Economic Studies, Bucharest Romania – Faculty of Cybernetics
Personal skills and competences	
Native language	Romanian

Other languages						
Self-assessment	Understanding		Speaking		Writing	
European level (*)	Listening	Reading	Spoken interaction	Spoken production		
English	Proficient user	Proficient user	Proficient user	Proficient user	Proficient user	
French	Independent user	Independent user	Independent user	Independent user	Independent user	

(*) Common European Framework of Reference for Languages

Courses and Trainings

- Leadership Essentials – 2016, Situational Leadership – 2018, CIF-DiSC profiling, 2018
- Problem Solving Process (SPS)/ Root cause Analysis – Oct 2012, April 2015
- Transactional Process improvement TPI (Lean Management) Master Black Belt - Jan 2016
- Certified trainer for Daily Management (part of Leadership Essentials Bootcamp) – Jul 2016
- Certified TPI Champion on Lean Management - Jun 2016
- Leading and facilitating various Kaizen events for different departments 2014 – 2017, Crucial Conversation – May 2016, Value Selling Course (SPIN selling) Mar 2011, June 2014
- Training & facilitation techniques for Instructors (Train the Trainer TFTI) - Sept 2012
- ITIL Foundation v3 – Sept 2018

Driving License

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Executive Summary

Problem solving orientation, with almost 20 years of experience in project management, management and team motivation, budgeting, and forecasting, applicable in the B2B oil and gas industry and banking sector.

Assertive and enthusiast, with vast knowledge in process optimization using Lean Management tools. Remarkable success in building and motivating international and dynamic teams.

Having a solid expertise and background in the sales area, as well as in accounts management and major sales processes, efficient team management based on new management techniques, I am able to provide a unique combination of knowledge, ideal for the success of large organizations.