

PERSONAL INFORMATION

Leonard Ionuț Lupă București (Romania)

WORK EXPERIENCE

01/02/2019–Present

Procurement Director

S.N.G.N. ROMGAZ S.A., Mediaș (Romania)

- Coordinating and managing the procurement of products, services and works within SNGN ROMGAZ SA.

01/01/2015–30/11/2018

Inspector - Control Department

C.N.T.E.E. Transelectrica S.A., București (Romania)

- Performs, according to H.G. 1151/2012, financial control at the company level.

01/07/2012–30/09/2014

Branch Manager

S.C. Carpatina Asig S.A., Sibiu (Romania)

- Coordinates the entire activity of the Subsidiary and the subordinated Agencies in order to achieve the established objectives;
- Exercise direct control over all departments within the Subsidiary;
- Determining the tasks and attributions of the employees of the Subsidiary.

01/05/2008–30/06/2012

Chief Executive Officer

S.C. Centrum Asig Broker de Asigurare S.R.L., București (Romania)

- Establishes general development goals, in line with the strategy developed by the General Assembly of Associates;
- It sets the objectives of the subordinate managers, the deadlines and the means of measuring the achievement of objectives;
- Approves and tracks revenue and expense budgeting;
- It monitors the market and identifies new business opportunities.

01/12/2005–30/04/2008

Agency Manager

S.C. ASTRA Asigurări S.A., București (Romania)

- Coordinates the entire activity of the Agency in order to achieve the objectives set;
- Exercise direct control over all departments within the Agency;
- Determining the tasks and responsibilities of all Agency employees.

01/05/2005–30/11/2005

Sales Director

S.C. Stemal Consulting S.R.L., București (Romania)

- Managing and developing existing customer portfolio;
- Keeping customer relationships;
- Offering and contracting customers;
- Team sales co-ordination;
- It monitors the market and identifies new business opportunities.

01/11/2004–30/04/2005

Agency Manager

S.C. ARDAF Asigurări S.A., București (Romania)

- Coordinates the entire activity of the Agency in order to achieve the objectives set;
- Exercise direct control over all departments within the Agency;
- Determining the tasks and responsibilities of all Agency employees.

01/02/2004–30/10/2004 **Branch Manager**

S.C. PETROAS Asigurări S.A., București (Romania)

- Coordinates the entire activity of the Subsidiary and the subordinated Agencies in order to achieve the established objectives;
- Exercise direct control over all departments within the Subsidiary;
- Determining the tasks and attributions of the employees of the Subsidiary.

01/06/2003–31/01/2004 **Insurance inspector**

S.C. PETROAS Asigurări S.A., București (Romania)

- Customer portfolio management and development;
- Keeping customer relationships;
- Offering and contracting new customers.

EDUCATION AND TRAINING

1998–2002 **Bachelor in Economics**
Faculty of Economics, Bucuresti (Romania)

2015–2015 **Financial control**
ATC SOLUTIONS, București (Romania)

COR 121121

2015–2015 **Economic and financial management**
FORMENERG S.A., București (Romania)

2016–2016 **Public Procurement Expert**
ATC SOLUTIONS, București (Romania)

COR 214946

PERSONAL SKILLS

Mother tongue(s) Romanian

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B1	B1	B1	B1	B1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages

Organisational / managerial skills

- Very good organizational, communication and relational skills, sales and negotiation and problem solving;
- Capacity to mobilize and motivate the team with a proactive attitude and result orientation.

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem-solving
Proficient user	Proficient user	Proficient user	Proficient user	Proficient user

Digital skills - Self-assessment grid

Driving licence B