

CURRICULUM VITAE

PERSONAL INFORMATION

Name and Surname FIRU CRISTIAN

Work Experience

Work experience by departments

Sales: 8 years and 6 months

Human Medicine: 11 years and 7 months

Education/Training/Arts: 4 years and 8 months

Procurements: 3 years and 11 months

Finance/Accounting: less than 1 month

Management: 6 years and 7 months

October 2020 – up to present

**Traffic Controller, ACI (Control and Collection Agency),
University Degree, ACI PF 1 – DRDP Craiova**

Drobeta Turnu Severin,

Finance/Accounting/Administration/Public Sector

- examination of the existence and validity of the road vignette and also the road vignette selling

- control of vehicle axle masses, general mass and dimensions

- examination of the access documents to Romanian road network

- imposition of civil penalties for law violation

November 2016 – September 2020

3 years and 11 months

Specialty Inspector, 1st Degree A, SPAET Dr Tr Severin

Drobeta Turnu Severin/Procurement/Administration/Public Sector

- supplying the company with black oil and other materials/services necessary for the activity

- preparation and issuance of Purchase Requisitions to the Procurement Office; - preparation of Specifications; - member of the Goods/Services Reception Team; - member of the European Funding Project Team

Acquired skills and competences:

- Public Procurement, - European Projects, - Communication and Relationship, - Microsoft Outlook, - Microsoft Word

Excel, - ability to plan, organise and coordinate

September 2017 – April 2019

Training Instructor – CRFPA Mehedinti

Drobeta Turnu Severin/Education/Training/Arts/

Administration/Public Sector

- supply of professional training courses to adults for various jobs

1 year and 8 months

- September 2014 – January 2018** **Training Manager – Drobeta Clever Children**
 3 years and 5 months Drobeta Turnu Severin/Education/Training/Arts
- sales of courses
 - trainers recruitment
 - coordination of training department
 - marketing/PR
 - organization
- Acquired skills and competences:**
- Team Management, - Training and coaching, CRM (Customer Relationship Management)
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- March 2006 – August 2014** **Manager, Vodafone Retail – Vodafone Romania**
 8 years and 6 months Drobeta Turnu Severin/Sales/IT/Telecom
- management of 3 subordinate shops
 - accomplishment of sales targets
 - recruitment and selection of sales agents, both on local and regional level
 - Sales Trainer, Oltenia and Arges Region
 - coaching
 - responsible for Regional Customer Satisfaction
 - representing the company in its relations with third parties
- Acquired skills and competences:**
- Sales Management, - Time management, - Training and coaching, CRM (Customer Relationship Management)
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- March 2004 – March 2006** **Area Sales Manager – Avon Cosmetics Romania**
 2 years and 1 month Drobeta Turnu Severin/Management/Trading/Retail
- accomplishment of sales planning
 - reducing Bad Debt
 - recruitment and selection of coordinators and sales representatives in order to increase the staff
 - organising events
 - training
 - responsible for customer satisfaction
- Acquired skills and competences:**
- Training skills, Sales Management, - Team work, - Team Management, - Time Management
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- January 2003 – June 2004** **Sales Manager – Vera Distribution SNC**
 1 year and 6 months Drobeta Turnu Severin/Management/Trading/Retail
- distribution of food products (cans, sweets, mineral water, juices), chemical and hygienic products, cosmetics and parapharmaceutical products
 - Customers and Products Portfolio increased by 25%
 - establishing and developing a competitive sales team
 - establishing new work points in Caransebes and Tg. Jiu
 - sales increased by 65%
- Acquired skills and competence:**
- Team Management, - Sales abilities

September 1999 – March 2003 **Agency Inspector Coordinator – Omniaisig Life Insurances**
3 years and 7 months Drobeta Turnu Severin/Management/Insurance
- agency manager
- accomplishment of sales target
- offer and conclusion of corporate contracts
- recruitment and selection of Insurance Inspectors
- network development of banking collaborators
- insurance agents training
- representing the company in its relationships with third parties
Acquired skills and competences:
- Microsoft Office, - Sales Management, - Team Management, - Sales Trainings, - Sales abilities

February 1988 – August 1999 **Senior Nurse – General Care, Emergency Department UPU, County Hospital**
11 years and 7 years Drobeta Turnu Severin/Human Medicine/Medicine/Health

Education
2001 – 2005 Faculty of Economics, Craiova
Finance, Accounting / Drobeta Turnu Severin

Skills
General Skills Microsoft Office, Results oriented, sense of initiative, creative thinking, negotiation and sales skills
Skills acquired at workplaces Microsoft Office, Sales Management, Team Management, Sales Training, Sales Abilities, Training skills, Team work, Time Management, Training and coaching, CRM (Customer Relationship Management), Public Procurement, European Projects, Communication and Relationship, Microsoft Outlook, Microsoft Word Excel, ability to plan, organise and coordinate

Foreign Languages
English – intermediate level
Croatian – beginners' level
Serbian language – beginners' level

Other information
Certificates **Trainer**, CRFPA Certificate, September 2016 – September 2016
Train the Trainer, August 2011 – August 2011; authorized to supply sales courses in Oltenia and Arges Region, for Vodafone

Courses
Coaching, October 2013 – October 2013
Human Resources – Recruitment and selection, May 2012 – May 2012
CRM, June 2009 – June 2009

Sales Management, May 2008, May 2008
Driving License, B, issued on August 1, 1992