

**EUROPEAN  
CURRICULUM VITAE  
FORMAT**



**PERSONAL INFORMATION**

Name, Surname	<b>PETRIA NICOLAE</b>
Address	Str. Pietii no.1, Selimbar, jud.Sibiu
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Fax	0269560337
E-mail	<a href="mailto:nic_petria@yahoo.co.uk">nic_petria@yahoo.co.uk</a> , <a href="mailto:nicolae.petria@ulbsibiu.ro">nicolae.petria@ulbsibiu.ro</a>
Nationality	Romanian
DOB	02.11.1954

**WORK EXPERIENCE**

1.01.2022 - 31.12.2022

**Guidance counselor**

Employer: Transilvania Investments Alliance, Brasov, str. Nicolae Iorga, 2,  
[office@transilvaniainvestments.ro](mailto:office@transilvaniainvestments.ro)

**Main responsibilities:** Providing specialized consultancy to the general director, in terms of development strategies, business plans, marketing, strategies and financial planning,

restructuring programs, strategic management, controlling, risk management, audit and compliance. Provision of consulting for Transilvania Investments branches based in Sibiu.  
Sector: market

27.03.2020 – 20.04.2021

Administrator, Vice-President of the Supervisory Board, President of the Audit Committee

Employer: SIF Transilvania SA, Brasov Str. N. Iorga, no. 2, [www.siftransilvania.ro/](http://www.siftransilvania.ro/)

**Main responsibilities:** Ensuring the organization of the functioning of the Board supervising the activity of the Directorate, the Nomination and Remuneration Committee, the Audit Committee, the Risk Committee, Elaborating and approving the company's strategy, approving the company's policies. Member of the Remuneration Committee, since March 2020, President of the Audit Committee, member of the Risk Committee.

Sector: capital market.

From 1.05.2017 – 27.03.2020

Administrator, member of the Supervisory Board(SB)

Employer: SIF Transilvania SA, Brasov Str. N. Iorga, no. 2, [www.siftransilvania.ro/](http://www.siftransilvania.ro/)

**Main responsibilities:** Ensuring the organization of the functioning of the SB, supervising the activity of the Directorate, the Nomination and Remuneration Committee, the Audit Committee, the Risk Committee, Elaborating and approving the company's strategy, approving the company's policies. Member of the Audit Committee and the Remuneration Committee, since March 2020, President of the Audit Committee, member of the Risk Committee

Sector: capital market,

From 3.10.2020 - 29.12.2021

Administrator, Vice-President, Board of Directors, Chairman of the Audit Committee, member of the Nomination and Remuneration Committee

Employer: Turism Felix S.A. Băile Felix 417500, Băile Felix, Sânmartin commune, Bihor county,

**Main responsibilities:** establishing the company's main activity and development directions; establishing accounting policies and the financial control system, as well as approving financial planning; appointing and revoking directors and establishing their remuneration; supervising the activity of directors; preparing the annual report, organizing the general meeting of shareholders and implementing its decisions; coordinating the activity of the Audit Committee, developing, approving and putting into practice the nomination and remuneration policies.

Sector: Tourism

From 5.10.2020 - December 2021

Administrator, President, Board of Directors, Audit Committee President,

Employer: Casa Alba Independenta SA

**Main responsibilities:** establishing the company's main activity and development directions; establishing accounting policies and the financial control system, as well as approving financial planning; appointing and revoking directors and establishing their remuneration; supervising the activity of directors; preparing the annual report, organizing the general meeting of shareholders and implementing its decisions; coordinating the activity of the Audit Committee, developing, approving and putting into practice the nomination and remuneration policies.

Sector: Real estate

From 5.10.2020 - present

Administrator, President, Supervisory Board, Audit Committee President,

Employer: Transilvania Leasing and Credit IFN SA, B-dul Eroilor no. 35 A mezzanine, Brasov

Main responsibilities: Organization and coordination of the activity of the Supervisory Board and the Audit Committee, Appointing and revoking the members of the Directorate, appointing and revoking the President of the Directorate, Supervising the activity of the Directorate and the activity of the Company, approving the accounting system and accounting policies, analyzing and approving the activity reports of To the directorate, the approval of the annual financial statements, the election of the internal auditor and the supervision of his activity.

Sector: Financial

01.04.2010 - 01.06.2015

**Banca Comerciala Carpatica S.A. Sibiu**

Headquarters

**Supervisory Board Chairman**

Ensuring the supervision and the organization of the bank and the bank's Directorate. Supervision of the following committees: The Nomination and Remuneration Committee, The Audit Committee, The Risk Committee, The Committee for Policies and Strategies. Drafting and approval of the bank's strategy, approval of the bank's policies.

2012-2016

**"Lucian Blaga" University Sibiu**

**Faculty of Economics**

**Deputy Dean**

Coordinate the relationships with the business environment and scientific research at faculty level.

University Advisory Board Member

01.04.2010 – 1.10.2021

**"Lucian Blaga" University Sibiu**

**Faculty of Economics**

**Ph.D. Senior Lecturer**

Deliver lectures and seminars, bachelor's degree and master studies: Currency and Credit, Bank Management, Bank Risk Management, Credit Management, Banking Products and Services, Strategy and Banking Policies, Regulation and Banking Supervision, Banking Audit.

01.05.2004 to 01.04 2010

**Tiriac Bank, HVB-Tiriac Bank, Unicredit-Tiriac Bank**

Sibiu Branch

**Branch Manager**

Organize and coordinate the Sibiu Branch, coordinate the activities of 27 employees, promote the bank's image, manage and represent the bank relationships with clients and third parties.

10.10.2001 – 30.04.2004

**Grup Boromir, Moara Cibin S.A. Sibiu**

Marketing

**Director**

Organize and coordinate the marketing department of the Boromir Ind. Goup. Drafting and implementing the marketing policies and strategies. Responsible for creating, developing and implementing the brand of the company, the product strategies, promotion and advertising strategies. Organization and coordination of more than 50 employees.

15.03.1999-10.10.2001

**Banca Comerciala Carpatica S.A. Sibiu**

**Management**

**President of the Board**

Organize and coordinate the entire bank's activity. Management and organization of the Shareholders Meeting, Board of Directors, Steering Committee and Working Committees of the bank. Represent the bank in relationship with the shareholders, employees, NBR, CNVM and third parties. Over 800 employees.

01.12.1990-14.03.1999

**National Bank of Romania**

Sibiu Branch

**Deputy Branch Manager**

Coordinate the activities of Bank Analysis Department, Bank Supervision and Inspection Department, Treasury and Cash Management Department. Back up for the Branch Manager. Providing and ensuring liquidity to the banks units in Sibiu county. Coordinate over 90 employees.

01.10.1990 – 01.12.1990

**National Bank of Romania**

**Sibiu Branch**

**Head of Heavy Industry Lending Department**

Coordinate a department of 9 bank inspectors with lending attributions for the enterprises entrusted with the heavy industry. Endorsement and approval of credit applications, granting and follow-up of approved loans.

10.10.1988- 01.10.1990

**National Bank of Romania –Sibiu Branch**

**Heavy Industry Lending Department**

**Senior Inspector**

Supervision and analysis of the financial and economic status of 6 enterprises from heavy industry for granting loans, wage disbursement and payments. Tracking the revenues of the 6 enterprises in order to meet the state budget. Reports on collection of state revenues, wage disbursements in accordance with achieving the economic and financial

indicators.

01.05.1987 – 10.05.1988

**Intreprinderea de Piese Auto Sibiu**

**Acquisitions and Sales Department**

**Head of the Department**

Coordinate and organize a group of 19 employees on the line of contracting, manufac products manufactured in-house. Drafting the material balance sheets at national econo parts, and auto spare parts. The issue and reconciling of contractual disputes with all ecor

10.10.1977-10.05.1987

Intreprinderea de piese auto Sibiu

**Acquisitions and Sales Department**

**Economist**

Drafting economic contracts, the release to manufacturing of products, tracking of contrac sheets, issue of repartitions

## **EDUCATION AND TRAINIG**

02.2011 – 01.2012

**The Romanian Academy**

Post Doctoral Studies in Economics: training program for continuous education of elite researchers (SPODE)

Economics Researcher /Diploma no.114/27 February 2013

01.10.1999 –17.04.2004

**“Lucian Blaga” University Sibiu**

Doctoral Studies in Economics

**Ph.D. in Economics / Diploma serial. C no. 0009020/2004**

15.09.1973-15.06.1977

**University of Timisoara**

***Economics, The Economy of Industry, Transport and Construction***

Period: 2020, October, online.

Title/License: Certified

Licensing topic: Taxation C7: Recent fiscal regulations adopted to support the business e situation

Name of the institution that granted the title: CECCAR Bucharest,

Period: 2020, October, online.

Title/License: Certified

Licensing theme: "AML/KYC, Sanctions and FATCA&CRS for senior management bod

Name of the institution that granted the title: AS Financial Markets

Period: 2020, October, online.

Title/License: Certified

Licensing theme: "MIFID II for higher management bodies"

Name of the institution that granted the title: AS Financial Markets

Period: 2020, October, online.

Title/License: Certified

Licensing theme: "Corporate governance for management positions".

Name of the institution that granted the title : : AS Financial Markets

Date: 2019, July, Singapore

Title/Licensure: Diploma

Licensing theme: Strategic Leadership and Innovative Problem Solving, Principles of str: organization, monitoring, Leadership pyramid, stakeholders, corporate governance

Name of the institution that awarded the title: SIM PROFESSIONAL DEVELOPMENT.

10.2013, New York

***Manhattan Institute of Management, New York***

**Strategic management, Leadership and Corporate Governance**

The Principles of Strategic Management, Planning, Organizing and Su Stakeholders, Corporate Governance

05.2013 Istanbul

**BERD**

Innovative for growth, Capital Markets and the Changing Regulatory  
The main financial innovations on capital and financial markets, the new r

09.2012

**University of Ills Baleares, Palma de Mallorca, Spain**

Possible answers for restructuring and reforming the International Moneta  
Evaluation of IMS, IMS deficiencies, possible solutions for restructuri  
probability of issuance of an international currency

02.2012

**Ruskin University, Cambridge, UK**

International Monetary System Reorganization  
Regulation and supervision of financial institutions, re-thinking of the inter  
standards. The resolution of credit institution.

11.2011

**Ruskin University, Cambridge, UK**

**Financial Crisis**

The causes of financial crisis, the effects and costs. Solutions for preventin  
management.

04.2009, Bucharest

**Unicredit Bank**

***Comandante, Managerial Skills***

Development of management and leadership abilities and  
competences

03.2008 Bucharest

**Ascendis**

**Management by Objectives, HR for Managers**

Setting-up, planning and evaluating the objectives. Recruitment,  
assessment and staff motivation. trainer

Ionita Dan

12.2007, Bucharest

**Customer Focus, Bucuresti**

**Monitoring SFE Sales Productivity**

Setting-up sales objectives, monitoring achievements, trainer

Elena Calin, managing director

10.2007, Bucharest

**Ascendis**

**Leadership and Management – communication and persuasion**

Belbin Theory, teams and roles, leadership practices, emotional intelligence, trainer

Claudia Iacobuta

04.2007

**Unicredit Bank**

**Real Estate Financing**

Product and project targeting, indicative offers, establishing fun assessments of residential and commercial case studies

Ioana Gheorghiaide, Head of Structured Finance

05.2006

**TMI, Denmark**

**Change Management**

Change philosophy, change models. Current situation analysis, transition management

Christian Scholtes

10-12.04.2006

**HVB Bank, Bucharest**

**Corporate lending**

Economic analysis and risk assessment, determining risk position sheets and financial statements, cash-flow preparation and analysis, collateral analysis, crisis supervision, creditworthiness analysis, financial statements, preparation of credit applications and credit

Croitoru Emilian, Head of Corporate Department

04.2006

**HVB Bank, Bucharest**

**Retail Products**

Retail products presentation, credits, deposits, personal account management, private banking, credit analysis and applications, etc

Laura Tomescu, HVB Bank

02.2006

**HVB Bank, Bucharest**

**Corporate product**

Products and services sold by the banks presentation: types of operations, documentary operations (letters of credit, letters of management tools: forward, options, swaps), multi-cash, online banking

Emilian Croitoru, Camellia Gavrilă, Sergiu Puianu, Felicia Bourc

12.2005

**HVB Bank, Bucharest**

**Quality Standards of Customer Services, Quality Management**



Presentation of the main service quality standards, methods and techniques for standards improvement, solving delicate situations, procedures and quality management processes in banking, personal assessments based on standards, methods of process improvements.

Adrian Paun, Mihai Vieru

12.2004

**Ion Tiriac Bank**

**Bank Management**

Methods and techniques to develop the sales of banking products and services, methods and techniques of financial and economic analysis, planning and banking forecasting, techniques to achieve targets.

Selcuc Saldirak, Turkey

12.2003

**United States, Department of Agricultural Service, Foreign Agricultural Service, American Embassy, Bucharest**

Financing and promotion of exports and imports of wheat

Submission of programs, GSM/SCGP, world and regional wheat market status: location, production and export flows, financial support programs for wheat exporters and importers.

Brian Goggin US Embassy, Vincent Peterson Vice –President U.S. Wheat Associates, Goris van Lit, Netherlands

11.2003

**Bucharest Academy of Agricultural Sciences**

**Organic products marketing distribution channels**

Organic product presentation, techniques and methods of eco-products distribution, development of production techniques for organic products and channel distribution development.

Professors from Bucharest Academy of Agricultural Sciences

10.2003

**Uniunea Nationala a Profesionistilor in Reorganizare si Lichidare (UNPRL) Bucuresti**

**Exam preparation for obtaining the licence of professional in reorganization and liquidation of companies**

In-depth knowledge of accounting, financial analysis, economic and financial analysis of companies, commercial and financial law Union Professors; Obtained the accreditation: Professional in reorganization and liquidation of companies

03.2003

**European Union SAPARD Agency**

### **SAPARD program implementation in Romania**

Main characteristics of SAPARD programs and projects, minimal criteria, eligibility criteria, techniques and procedures of accessing the programs and SAPARD funding.

Goia Mocan Ana, Sef birou regional

06.2003

### **USAID, World Learning, CNVM, BMFM Sibiu**

#### **Derivatives Management for Large and Small Speculators**

Fundamentals of term market investments, common mistakes of small speculators, futures products, futures trading, futures portfolio management

Noble Drakoln, USA.

05.2002

### **USAID, World Learning, CNVM, BMFM Sibiu**

#### **Futures and Options Contract Management**

The main features of futures and options contracts, futures and option transactions, hedging models, fundamental and technical analysis

Thomas Curtean, Alexander Hergan, Chicago Board of Trade, Chicago Board Option Exchange

Noiembrie, 2000

### **USAID, AON Holdings bv, Rotterdam, NBR,**

#### **Operational Risk Management and Insurance Solutions for the Banks**

#### **Managementul Riscurilor Operationale si Solutii de Asigurare pentru banci**

The main operational risks in banking, techniques and methods of risk mitigation, hedging solutions, types of insurances

Peter Weinert, Olanda, Nicolae Cinteza, NBR

06.2000

### **USAID, National Bank of Romania, International Monetary Fund**

#### **Banking Supervision**

The need of banking supervision, supervision bodies and attributions in banking supervision, methods and techniques in banking supervision, trainers,

Ralph Hammers, Mihai Bogza, deputy governor NBR,

OTHER LANGUAGES

- |                  |         |
|------------------|---------|
|                  | French  |
| • Reading skills | B2      |
| • Writing skills | B2      |
| • Verbal skills  | B2      |
|                  | English |
| • Reading skills | B2      |
| • Writing skills | B2      |
| • Verbal skills  | B2      |

SOCIAL SKILLS AND COMPETENCIES

Team player. I worked and managed to employees, stress resistance, great work capacity, communication and socializing

ORGANIZATIONAL SKILLS AND COMPETENCIES

Competence in managing budgets, drafting feasibility studies, business plans, marketing banking strategies and politics. Great training teams of people, leadership Competences and skills in financial and b

TECHNICAL SKILLS AND COMPETENCIES

Microsoft Office, Word, Excel, Powerpoi

DRIVING LICENCE(S)

B Category

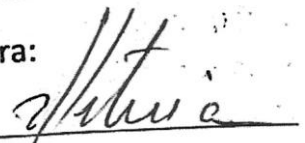
ADDITIONAL INFORMATION

Member of Rotary International Club Sib  
Hobby: reading, classical music, tennis, s  
References can be provided upon request

Nume și prenume:

PETRIA NICOLAE

Semnătura:



1.03.2023