Mihai - Adrian VINTILĂ

Professional Experience

Professional Experience – summary

Energy Sector Experience: 14 years

- **Management positions: 10 years**

ONG / Professional Associations: 15 years

- Volunteer Organizations: 15 years
- Professionals Organizations – Future Energy Leaders: 5 years

Central public administration: 2+ years

- Romanian Government, Ministry of Energy: 2+ years (present)

January 2024 – Present

Advisor to the Minister – Ministry of Energy

Bucharest | Romanian Government
Advises the Minister on energy strategies and programs shaping it's official stance and initiatives in the field;
Communicates the Minister's orders, instructions and resolutions, monitors their implementation and reports on the progress in the relevant areas;
Conducts analyses, evaluations, and summary reports for the cabinet as directed by the Minister;

June 2026 – Present

Member of the Supervisory Committee – SOCIETATEA COMPLEXUL ENERGETIC OLTENIA

Targu Jiu | Management | Energy
Management oversight: exercises continuous and ongoing supervisions over the Board of Directors manner of managing and running the company.
Appointment and dismissal: appoints and dismisses members of the CE Oltenia Executive Board.
Compliance monitoring: monitors the compliance of the management operations with the law, the company's Articles of Incorporation, and the resolutions of the General Meeting Of Shareholders (GMS).
Annual reporting: submits a report to the General Meeting of Shareholders (GMS) at least once a year on the conducted supervisory activity.
Convening the GMS: May convene the General Meeting of Shareholders in exceptional cases, if required by the company's interests.

October 2024 – October 2025

Director General – CCGT Power Isalnita SA

Isalnita | Management | Energy
Acts as the Company's legal representative globally and executes binding commitments, subject to the limitations outlined in the Articles of Incorporation;
Executes the operations set forth in the Business Plan and the income and expenditure budget;

September 2023 – September 2024

Board of Directors Member – CCGT Power Isalnita SA

Isalnita | Management | Energy
Prepares and submits to the GMS for approval the annual revenue and expense budget and upcoming activity schedule;
Setting up or dissolution: branch offices, work sites, agencies, representative units, or any other unincorporated entities (closure applies only to branches without operational and financial autonomy);
Establishes accounting policies and the financial control system (including any amendments at Company level), and approves financial planning, internal control, and risk management systems;
Where applicable, to exercise the powers delegated by the Extraordinary General Meeting of Shareholders, in accordance with the law.

January 2023 – January 2024

Marketing Department Manager - CEZ Vanzare SA

Craiova | Marketing | Energy

Preparing, implementing, and developing of the company's marketing strategies and policies.
Coordinating the activity of the entire personnel within the Marketing Department

Permanent monitoring of the market and competition

January 2019 – January 2023

New Product Development Manager - CEZ Vanzare SA
Craiova | Marketing | Energy

Continuous monitoring of market requirements;
Develop and implement the product business plan;
Strategic management of the product/product portfolio, from design to product abandonment;
Managing the product development process;
Monitoring and tracking of product development budgets;
Develop the product pricing policies;
Product launch planning and management;
Developing after-sales support policies for products;
Contributing to marketing plans and product positioning strategy.

January 2016 - December 2018
3 years

Mass Merket Sales Department Manager - CEZ Vanzare SA
Craiova | Sales | Energy

Customer portfolio management – over 1.3 mil. customers (residential and SME's).
Elaborating and developing:
- retention strategies for mass market customers;
- loyalty strategies for mass market customers;
- acquisition strategies for mass market customers;
- sales strategies;
- customer satisfaction strategies;
- new market expansion strategies – sales network and branch offices development.

August 2015 - December 2015
5 months

Development Director – The Chamber of Commerce and Industry of Dolj County
Craiova | Sales | Services Provision

Developing relationships with members of the organization and recruiting new members.
Developing new strategies and actions specific to the development of the local business environment.

November 2012 - August 2015 2 years and 10 months

Electricity Procurement Specialist - CEZ Vanzare SA
Craiova | Procurement | Energy

Creating and implementing short-term electricity purchasing strategy;
Trading on OPCOM managed energy markets.

Professional and Nongovernmental Organizations

January 2023 – January 2024

President – Future Energy Leaders Romania
Bucharest | Marketing | Energy & Gas | ONG

Education on energy and energy system;
Organizing climate and energy conferences;
Global tendencies local impact;
Preparing assessment and recommendations of local public policies;
Bringing the stakeholders in the energy field around the same table.

April 2010 - March 2011

Vice President of Sales (Board Member) - AIESEC
Craiova | Sales | Education / Training

Main responsibilities: creating partnerships between AIESEC Craiova and companies, NGOs and institutions, ensuring organization's financial sustainability, as well as developing the local group of partners.
Also, as a member of the management committee, I managed a team of 20 people, established objectives and organizational strategies, the local committee vision and worked as a team member woth all the othe vice presidents.
- Managed a team of 20 people.
- I increased the organizations incomes by 350%, from 4000 EUR to 15000 EUR.

January 2009 - January 2010

Project manager - AIESEC

Craiova | NGO / Volunteer| Education / Training

The project aimed to facilitate interactions among the business environment and the students in the university center in Craiova to bridge the discrepancies between what is studied at university

and what companies need.
My main responsibilities included developing a promotional strategy, establishing partnerships with various companies, selecting the students enrolled to take part in the project, drawing up the training program, organizing the logistics and coordinating the 12-member organizing committee.

- I managed a team of 12 people.
- 6 companies involved as project partners
- 370 students applied to be part of the project

May 2009 - November 2009

Team Leader Corporate - AIESEC

Craiova | Sales | Education / Training

Coordinating a team of 10 people, market monitoring, local market research, company target, product portfolio development, sales strategies and setting up meetings with potential customers/existing customers to create partnerships between them and AIESEC Craiova, ensuring the organization's financial sustainability.
Fostering the collaboration between AIESEC Craiova and companies like BCR, Cez Group Romania, Plusauto, Arhi Design, GENERALI Asigurari, Adecco Resurse Umane, RO Software House, IPA CIFATT, ACCES Oltenia, etc.

October 2008 - May 2009

Volunteer - AIESEC
Craiova | NGO / Volunteer | Education / Training

Education

2020 - 2022

Economics and Business Management Faculty, Craiova University

Master, Marketing and Business Communication | Craiova

2008 - 2011

Mathematics - IT Faculty, Craiova University
Bachelor's Degree in IT | Craiova

2004 - 2008

High School – IT High School "Stefan Odobleja"
Mathematics - IT | Craiova

Skills

General skills

Communication skills, quick learning, Microsoft Office, teamwork, resilience, project management, product development, sales, business strategy, customer retention and loyalty, trading, negotiation, management, leadership, business development.

Foreign languages

English – B2

Other

AGILE Diploma with SCRUM, Flexibility Management, 2020

PRODUCT MANAGEMENT Diploma, Dynamic Learning, 2019

Certificate Public Relations and Communication Assistant, 2011

Volunteer Certificate, AIESEC Craiova, 2011

Professional Trainer Certificate, 2010

Driving License

Category: B, since November 19, 2009

Date: 15.09.2026