

Curriculum vitae

Personal information

Surname(s)/ First
name(s)
Address

Dan Dragos Dragan

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WORK EXPERIENCE

07/03/2020- present

State Secretary

Ministry of Economy, Energy and the Business Environment, Bucharest (Romania)

- coordinate the following departments and related fields: Energy Policy Department, Energy Transition and Renewables, Internal Market, Trading Policies, Community Programs and State Aid Office, Office for Cooperation with non-European countries;

- represent Romania at the Transport, Telecommunications and Energy Council (TTE), European Competitiveness Council (Market and Industry) and at the Foreign Affairs Council (Trade).

Coordinating competence areas for preparing the mandate for Romania related to Green Deal;

- coordinate legal initiatives in the energy field, including transposing EU directives and regulations in national legislation, such as Electricity Law, Contract for Differences (Cfd) etc.

Coordinating competence areas related to the National Recovery and Resilience Plan;

- coordinate drafting of the Integrated National Energy and Climate Change Plan 2021-2030 (PNIESC) as well as the strategic environment assessment (SEA); ensuring the permanent dialogue with the European Commission in this respect. Review Romania's strategic Energy Strategy in line with the national targets and objectives set in PNIESC, as well as in the light of the latest field related evolutions of the European policy regulatory and development framework;

- participated to concluding the Agreement between the Governments of Romania and the USA for developing nuclear power projects (U3-U4 CNE Cernavoda, SMRs) in the civil nuclear power sector of Romania, as well as concluding a MoU between Eximbank US and the Ministry of Economy, Energy and the Business Environment. Participated in finalising the MoU "Develop cooperation between Romania and France in the nuclear power sector";

- coordinate the department responsible for state aid, for ex. implementing the state aid schedule in favour of economy sectors that are exposed to significant relocation risks due to transferring CO2 costs in the electricity price and applying the schedule by exemption from the contribution for promoting renewable energy sources. Applying the state aid for restructuring Complexul Energetic Oltenia and the state aid granted for extending the term for closing the non-competitive coal mines belonging to Complexul Energetic Hunedoara. Permanent communication with the commission on these subjects;

- substantiating Romania's position on drafting the EU Strategy on hydrogen. Take the necessary steps for developing an European value chain related to hydrogen based technologies, including by supporting energy companies to participate to Important Projects of Common Interest (IPCEI), for ex. Green Hydrogen @ Blue Danube;

- represent Romania and coordinate its position in view of reviewing the common trade policy including with respect to implementation of trade agreements and adopting trade defence measures. Prepare national position and internal measures related to BREXIT. Managing the country's position as regards the relation with the World Trade Organisation and the Organisation for Economic Co-Operation and Development (OECD). Representing Romania at the OECD;
- representing Romania at COM meetings: COMPET, HLG COMPET, SMET, CAE Trade, TTE, etc.

Economic counsellor

Uzinsider General Contractor SA, Bucharest (Romania)

07/08/2017 – 26/03/2020

- develop and consolidate company's activities, especially as regards electricity production, trading and supply activities;
- business development;
- coordinate activities for drafting the strategy for market positioning and initiating electricity supply activities;
- develop and apply the organisational strategy;
- draft multi-annual budgets and specific actions for reaching KPI's;
- represent the company in the relation with authorities, professional associations, Romanian and foreign partners;
- take part in improving the current regulatory framework in the Commission for Industry and Services of the Chamber of Deputies, in ANRE (various working groups), in the dialogue with the Ministry of Energy and other various professional associations that perform activities on the Romanian energy market (CNR-CME, PATRES, CDR - Energy Task Force, etc.)
- coordinate negotiation and supervising fulfilment of contractual obligations;
- consultancy activities (development strategies and sales consolidation, trading, etc.; optimisation strategies for capacities production management; supply business; analyses on the Romanian energy market, development opportunities and targets; 2nd independent opinion; integrate energy markets in the UE and placing Romania, market intelligence, etc.)

Director General / Country Manager

Repower Furnizare Romania SRL, Bucharest (Romania)

11/2007 – 05/2017

- develop and consolidate the local business, drafting the strategy for entering on the market and for consolidating the position, strategic development of the local entity and transforming Repower AG group as key market;
 - as Board member, management and surveillance of drafting and applying the company's and Repower AG strategy;
 - prepare multiannual budgets and enforcing actions to reach profitability and margin targets;
- Merger and acquisitions, from identifying targets up to the post merger integration plan;
- surveillance and coordinate development of new products and services on the local market (Naturepower, energy services etc.), including development of new marketing channels;
 - develop and upgrade Repower sales network in Romania (including direct and indirect sales);
 - cooperate with foreign partners, investor associations and authorities;
 - active participation to develop and improve the regulatory framework in ANRE work groups, in the Commission for Industry and Services (Chamber of Deputies), CNR-CME, in different associations of independent producers as well as in Task Force Energy, etc.;
 - coordinate development and implementation of integrated IT infrastructure and solutions – including digitalisation;
- Develop a new organisational structure and coordinate HR activities (including strengthening the team and the organisational culture);

- notifying Repower AG ExB and shareholders on the actions and necessary sales and acquisition policies;
- local support for repower Group trading activities on the Romanian market;
- coordinate activities for all Repower entities active in Romania.

Executive & Trading Manager

Petprod SRL, Bucharest (Romania)

01/2005 – 11/2007

- business development;
- establish a new organisational structure, energy supplier and trader;
- coordinate contractual negotiations with potential clients, coordinate the offering, price setting system, as well as concluding internal and external supply contracts;
- coordinate back office activities, from acquisition to sales, invoicing, distribution contracts and local and external trading contracts;
- represent the company at various tenders;
- represent the company at authorities (Ministry of Energy, ANRE, OPCOM), local stock exchange and foreign stock exchanges, as well as active participation in projects for improving and developing the specific regulatory framework.

Executive Manager

Emanuela Trading Company SRL, Bucharest (Romania)

11/2000 – 12/2004

- establish and coordinate a new entity;
 - coordinate and plan the company's business, including external and internal contracts, acquisitions, market research and sales;
 - identify and coordinate activities with local and external partners, including negotiations and monitoring contract fulfilment;
 - activities in matters of finance law and human resources;
 - coordinate activities in matters of sales and purchase of receivables;
 - supervise income and expenses, plan activities and future budgets;
 - coordinate IT business, develop customised programs and improve data base;
- Coordinate relation with trading banks.

Executive Manager

Soemma SA, Bucharest (Romania)

08/1996 - 11/2000

- planning, coordinate and develop company business;
- coordinate contractual relation with main internal and external partners, including acquisitions, market research and sales;
- create and work in an open and motivated team, under high pressure for reaching the goals. Prepare and negotiate local and international contracts.
- coordinate IT and HR activities;
- strong cooperation with the General Director to identify solutions to improve activities related to international and national trading, investments and company management.

Executive project coordinator

Sirti SpA Romania Branch (Pirelli Group), Bucharest (Romania)

07/1994 – 12/1995

- assistance for project management (implementing the first fibre-optic cable in Romania);
- supervise contract fulfilment and project monitoring;
- monitoring administrative and financial activities;
- team work with external management to reach the planned targets;
- liaison officer with applicable Romanian authorities.

EDUCATION AND TRAINING

Broker diploma – future markets

01/1999 – 12/1999 Romanian Commodities Market – BRM, Bucharest (Romania)

1991 - 1999 Bachelor of Economy – major in Management and Informatics
Issued by A.S.E. Bucharest – Faculty of Economic Cybernetics, Statistics and Informatics, Bucharest (Romania)

1987 - 1991 Bacalaureate diploma
College No. 1 – Virgil Madgearu, Bucharest (Romania)

Romanian

PERSONAL SKILLS
Mother Tongue

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
	C2	C2	C2	C2	C2
English	B2	B2	B2	B2	B2
French	B2	B2	B2	B2	B2

Italian sign language
Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user
Common European Framework of Reference for Languages

Communication skills

- excellent communicator, strong relationship skills
- strong leadership
- strong organisational skills

Organisational/ managerial skills

- mentorship

Job related skills

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

Digital competences – Self-assessment grid

B

Driving license