

CURRICULUM VITAE

PERSONAL DETAILS

Name (Given):	MIRCEA	
Surname (Family):	VARGA	
Gender:	Male	
Date of Birth (age):	7 May 1971 (50)	
Place of Birth:	Satu-Mare, Romania	
Nationality:	Romanian	
Marital status:	Married	
Military status:	Satisfied	
Children:	One daughter	
Driving Licence:	Category B	
Freedom to travel:	Affirmative	
Freedom to relocate:	Affirmative	
Availability:	30 days for management position/immediate for Board positions	
Languages:	Romanian (native), English (advanced), Italian (conversational), Hungarian (conversational)	
Computer skills:	Advanced: Excel, Word, Power Point, Lotus Notes, Visual Basic	

CONTACT INFORMATION

Living address:	Otopeni (Bucharest), Str. 1 Mai, nr. 54H1, 075100, Romania
Home address:	Satu-Mare, Str. George Bacovia, nr. 36, 440096, Romania
Mobile phone:	+40723179120
Emergency phone:	+40728094250 (parents)
E-mail address:	mircea_varga@yahoo.com

HUMAN PROFILE

- Man of change;
- Native team leader;
- Result and people oriented;
- Financially intelligent;
- Deep understanding of any business;
- Structured and logical thinking;
- Well organised;
- Hardworking and totally dedicated;
- Set to become number one;
- Honest and trustworthy;
- Charismatic.

HONORS AND AWARDS

Nominated by Forbes Romania as one of the most important business personalities of Romanian economy for the last 30 years, in the special event - Forbes Romania 30 for RO30 – of Forbes 500 Business Awards Gala 2019

Nominated as one of the 100 young top managers in Romania by "Business Magazin" in the "100 young top managers" magazine launched in May 2007.

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EDUCATION

Sep 1985-Jun 1989

"Mihai Eminescu" High School - Satu-Mare, Mathematics-Physics,
Graduate with diploma - **High School-leaving Degree**

Sep 1991-Jun 1996

West University – Timisoara, Faculty of Economics and Law,
Diploma in Management in Economics, Constructions, Transportation and
Telecommunications - Graduate with diploma - **Diploma in Economics**

Graduated with the highest grade in my series of graduates (valedictorian – sef de promotie)

Sep 1996-Jun 1997

West University – Timisoara, Faculty of Economics and Law,

Master in "Diagnostic analysis and business valuation" - Graduate with diploma - **Master Degree**

Sep 1999-Sep 2001

Association of Chartered and Certified Accountants from Romania (CECCAR),
Chartered and Certified Accountant - Graduate with diploma - **Chartered and Certified Accountant Certificate**

PROFESSIONAL DEVELOPMENT

Sep 1995-Jun 1996

West University – Timisoara, Faculty of Economics and Law

"Strategic Management Simulation" program – training in strategic management

Oct 1996

PricewaterhouseCoopers Romania (former Coopers & Lybrand)

Business Assurance I (BA I) – business assurance training

Sep 1997

PricewaterhouseCoopers Romania (former Coopers & Lybrand)

Business Assurance II (BA II) – business assurance training

Oct 2005

Lendmark Education - Frankfurt

Leadership development

SUMMARY OF BUSINESS EXPERIENCE (25 yr and 3 mos)

Nov 2020 – Present (1 yr and 4 mos)

Teilor, Bucharest, Romania

Member of the Board

Jun 2020 – Dec 2020 (7 mos)

Smart Plantation, Sibiu, Romania

Chairman of the Board

Nov 2019 – Dec 2020 (1 yr and 2 mos)

Allianz-Tiriac Pensii Private, Bucharest, Romania

Member of the Board

Oct 2014 – Dec 2020 (6 yr and 3 mos)

GlobeGround, Bucharest, Romania

Managing Shareholder

Oct 2014 – Dec 2020 (6 yr and 3 mos)

Bucharest International Cargo Centre (BICC), Bucharest, Romania

Managing Shareholder

Oct 2014 – Sep 2020 (6 yr)

Meteor SA, Bucharest, Romania

Managing Shareholder

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<i>Oct 2014 – Sep 2020 (6 yr)</i> Universal SA , Bucharest, Romania Managing Shareholder
<i>Sep 2014 – Dec 2020 (6 yr and 3 mos)</i> Tiriac Group , Bucharest, Romania Chief Financial Officer and Member of the Board
<i>Feb 2014 – Sep 2014 (8 mos)</i> Energobit Group , Cluj Napoca, Romania Chief Financial and Administrative Officer
<i>Nov 2008 – Jan 2014 (5 yr and 2 mos)</i> Macon Group , Deva, Romania Chief Financial Officer and Member of the Board
<i>Oct 2006 – Nov 2008 (2 yr and 1 mos)</i> Electrolux Romania , Satu-Mare, Romania Country Holding Officer & Chief Financial Officer
<i>Mar 2006 – Nov 2006, Mar 2005 – Sep 2005 (1 yr and 5 mos)</i> Euroholding , Timisoara, Romania Chief Financial Officer
<i>Sep 2005 – Mar 2006 (6 mos)</i> European Drinks Group , Oradea, Romania Executive Director
<i>Feb 1996 – Mar 2005 (9 yr and 2 mos)</i> PricewaterhouseCoopers , Bucharest, Romania Audit Methodology Manager for Romania, Resident Manager for Transylvania, and Auditor

CAREER DETAILS

<i>Nov 2020 – Present (1 yr and 4 mos)</i> Member of the Board , independent Teilor , Bucharest, Romania <i>Company's Profile:</i> leader of the luxury jewellery sector in Romania, +700 employees <i>Main responsibilities:</i> <ul style="list-style-type: none">• Fulfilment of the reserved matters for the Board of Directors as per the provisions of the Company's Law of Romania (L31/1990);• Supervision of the business management and performance;• Assistance and advising the shareholder in the development and implementation of the long term strategy, including business expansion in Europe;• Assistance and advising top management of the company for organisational transformation to implement the agreed strategy;• Assistance and management on bond issuance and listing on the Bucharest Stock Exchange;• Assistance and advising on the Stock Option Plan for the group.
<i>Jun 2020 – Dec 2020 (7 mos)</i> Chairman of the Board , representing the interests of Tiriac Holdings Smart Plantation , Sibiu, Romania <i>Company's Profile:</i> owner of the biggest hybrid walnut plantation for luxury hard wood in Romania and one of the biggest in the CEE region <i>Main responsibilities:</i> <ul style="list-style-type: none">• Investment opportunity analysis and transaction process supervision and closing;• Supervision of the implementation of the post-closing transaction activities;
<i>Nov 2019 – Dec 2020 (1 yr and 2 mos)</i> Member of the Board , accredited by the Financial Supervisory Authority (ASF) of

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Romania, representing the interests of Tiriac Holdings

Allianz-Tiriac Pensii Private, Bucharest, Romania

Company's Profile: private pension management company part of Allianz Group

Main responsibilities:

- Fulfillment of the reserved matters for the Board of Directors as per the provisions of the Company's Law of Romania (L31/1990);
- Fulfillment of the legal requirements for the Board of Directors as per the regulations of the Financial Supervisory Authority (ASF) of Romania;
- Supervision of the business management and performance;

Oct 2014 – Dec 2020 (6 yr and 3 mos)

Managing Shareholder, representing the interests of Tiriac Holdings

GlobeGround, Bucharest, Romania

Company's Profile: leader of the airport handling services in Romania, partner of Swissport International, +250 employees

Main responsibilities:

- Representing the shareholder in the General Meeting of Shareholders as per the provisions of the Company's Law of Romania (L31/1990);
- Supervision and advising the Board Member representing the interests of the shareholder in the Board of Directors of the Company;

Oct 2014 – Dec 2020 (6 yr and 3 mos)

Managing Shareholder, representing the interests of Tiriac Holdings

Bucharest International Cargo Centre (BICC), Bucharest, Romania

Company's Profile: cargo operator on the Bucharest International Airport in Romania, landlord of the handling operation properties rented to Globe Ground

Main responsibilities:

- Representing the shareholder in the General Meeting of Shareholders as per the provisions of the Company's Law of Romania (L31/1990);
- Supervision and advising the Board Member representing the interests of the shareholder in the Board of Directors of the Company;

Oct 2014 – Sep 2020 (6 yr)

Managing Shareholder, representing the interests of Tiriac Holdings

Meteor SA, Bucharest, Romania

Company's Profile: owner of one of the biggest portfolio of commercial spaces located in Bucharest, mainly rented to retail, banks, pharmacies and betting operators

Main responsibilities:

- Representing the shareholder in the General Meeting of Shareholders as per the provisions of the Company's Law of Romania (L31/1990);
- Supervision and advising the Board Member representing the interests of the shareholder in the Board of Directors of the Company;

Oct 2014 – Sep 2020 (6 yr)

Managing Shareholder, representing the interests of Tiriac Holdings

Universal SA, Bucharest, Romania

Company's Profile: owner of one of the biggest portfolio of commercial spaces located in Bucharest, mainly rented to retail, banks, pharmacies and betting operators

Main responsibilities:

- Representing the shareholder in the General Meeting of Shareholders as per the provisions of the Company's Law of Romania (L31/1990);
- Supervision and advising the Board Member representing the interests of the shareholder in the Board of Directors of the Company;

Sep 2014 – Dec 2020 (6 yr and 3 mos)

Chief Financial Officer and Member of the Board

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Tiriac Group, Bucharest, Romania

Company's profile: founded in 1993 by Mr. Ion Tiriac, an entrepreneurial group of +40 companies, operating in different fields of activities with the main focus in the automotive sector (import, distribution and car services), real estate development (residential and office), financial services (financial and operating lease) and energy sector (fuel distribution, green energy), +1500 employees

Reporting to: Supervisory Board

Direct reports: +50 direct reports (1 Deputy CFO, +10 Finance Managers, 1 Tax Manager, 1 IT Manager, 1 Head of Treasury, 1 Head of Internal Audit, +35 finance, accounting, controlling, budgeting and treasury clerk;

Main responsibilities:

- Oversight and management of the Finance functions of the Group: Accounting and Finance, Controlling and Budgeting, Tax, Treasury and IT;
- Annual budgets, operating plans, pay-back analyses as well as periodical reviews and updates of long term business plans;
- Accounting policies, taking into account long term business plan objectives and reporting requirements;
- Statutory accounts (Romanian GAAP) and consolidated accounts for the Group according to IFRS;
- Tax exposure, calculation and reporting with a view of optimizing overall taxation, within limits of local regulation;
- Management accounts (monthly, quarterly and annual) for individual companies and on aggregated/consolidated basis;
- Financial analyses and scenarios necessary to support business decisions focused on maximizing long-term cash flow;
- Finding new business opportunities, providing assistance in the acquisitions and take-overs of other businesses (M&A): due diligence, business plan assumptions and post-deal integration support;
- Management of Group treasury with focus on best solutions to invest available cash (structured products);
- Managing relations with external audit companies, fiscal and other governmental authorities;
- Relationships with financing banks and other providers of capital;
- Oversight and management of in-house and outsourced legal services, ensuring implementation and compliance with consistent policies regarding standard contract terms and other legal aspects of the business;
- Oversight and management of the IT function, including potentially new ERP system selection and implementation;

Feb 2014 – Sep 2014 (8 mos)

Chief Financial and Administrative Officer

Energobit Group, Cluj Napoca, Romania, held by Innova Capital (Private Equity Fund)

Company's profile: group of companies, market leader in complete solutions for the electro-energetic sector, delivering turn key projects for wind and photovoltaic farms, engineering projects, lighting projects, energy efficiency projects and manufacturing and delivering electrical products, held by Innova Capital, a Polish investment fund, +800 employees

Reporting to: Florin Pop – Chief Executive Officer

Direct reports: 45 direct reports (1 Economic Director, 1 Deputy Financial Director, 1 Legal Manager, 1 Administrative and Logistics Manager, 1 Secretarial Manager, 1 IT Manager, 1 Head of Controlling and Budgeting, 1 Head of Treasury, 18 finance and accounting clerk, 2 controllers, 2 internal auditors, 1 treasury clerk, 4 IT clerk, 2 legal clerk and 8 other support staff;

Main responsibilities:

- Oversight and management of: Accounting and Finance, Controlling and Budgeting, Tax, Treasury, IT and Group Administration;

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- Review and potential adjustments of existing accounting policies, taking into account long term business plan objectives and reporting requirements;
- Preparation of statutory accounts (both stand alone and consolidated) according to Romanian GAAP as well as consolidated accounts for the Group according to IFRS;
- Managing tax exposure, calculation and reporting with a view of optimizing overall taxation, within limits of local regulation;
- Development and preparation of annual budgets, operating plans, pay-back analyses as well as periodical reviews and updates of long term business plans;
- Preparation of management accounts (monthly, quarterly and annual) for individual group companies and on consolidated basis, including analyses of variances vs. budgets and summary reports to the Board of Directors according to requested format (Board Pack);
- Product/project profitability analyses, project financial budgeting and profitability (including on-going monitoring during project lifetime);
- Preparation of financial analyses and scenarios necessary to support business decisions focused on maximizing long-term cash flow;
- Managing relations with external audit companies, fiscal and other governmental authorities;
- Implementing appropriate cash management policies with a view to improving in particular Free Cash Flow;
- Controlling receivables and other cash collections or disbursements and other elements of on-going working capital requirements;
- Managing Company's relationships with financing banks and other providers of capital, including compliance with relevant provisions of existing SFA (Senior Facilities Agreement), reporting financial covenants and other contractual undertakings;
- Oversight of daily administration activities, including administrative support for other departments, administration of Company's real estate [and other non-production assets];
- Oversight and management of in-house and outsourced legal services, ensuring implementation and compliance with consistent policies regarding standard contract terms and other legal aspects of the business;
- Ensuring appropriate Company secretarial services, including preparation of board meetings and resolutions and compliance with other Company's by-laws;
- Oversight and management of the IT function, including potentially new ERP system selection and implementation;
- Providing assistance in the acquisitions and take-overs of other businesses (M&A): due diligence, business plan assumptions and post-deal integration support;
- Preparation and execution of an exit process for current shareholders (either via IPO or trade sale).

Reasons for leaving the company:

Lack of professional satisfaction; misleading information about the current situation and problems of the company; unprofessional working environment; very low probability for performance and exit bonus compensations as agreed.

Nov 2008 – Jan 2014 (5 yr and 2 mos)

Chief Financial Officer and Member of the Board

Macon Group, Deva, Romania, held by Enterprise Investors (Private Equity Fund)

Company's profile: group of 4 companies, top tire manufacturer of construction materials, Romanian leader in construction materials, held by Enterprise Investors, a multinational Polish investment fund, +800 employees.

Reporting to: Marius Marin – Chief Executive Officer and Member of the Board

Direct reports: 28 direct reports (2 Chief Accountants, 2 Chief of departments, 1 IT Manager, 1 Controlling Manager, 1 Treasury Responsible, 14 finance and accounting clerk, 3 finance controllers, 4 IT clerk);

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Main responsibilities:

- Ensures that the finance and accounting function is satisfactorily performed and identifies financial, tax and legal compliance risks;
- Coordinates and supervises the budgeting activities and follows the budget adherence;
- Coordinates and supervises the preparation and submission of the statutory and IFRS financial statements (stand alone and consolidated) and group reporting;
- Coordinates the development and improvement of the Management Information System and Management Reporting System;
- Organizes and supervises the controlling activities, as well as the IT function;
- Tax filing, tax projects and legal structure;
- Management of cash pools;
- Project work and other activities;
- Assists in projects such as acquisitions and divestments or other structural activities, if and when the need arises or at the specific request;
- Oversees external and internal audits;
- Implementation/maintenance of Company Internal Control procedures;
- Interacts with banks and legal advisors in Romania.

Main achievements:

- Restructuring of a long term loan in order to fit with the current business of the Group and with the new market conditions;
- Development and implementation of a complete budgeting model, which automatically prepares the monthly detailed P&L, Balance Sheet and Cash-Flow statement, stand-alone and consolidated;
- Development and implementation of a forecasting model, which allows to easily prepare business plans for medium to long term periods, stand-alone and consolidated;
- Development and implementation of a modern Cash-Flow Management model, which allows daily cash-flow statements for actual cash-transactions and a rolling 4 weeks estimated cash-flow statement with budget comparison;
- Development and implementation of a full Management Reporting System, which is used for the monthly business reviews and analysis;
- Development and implementation of a cost reduction plan, which monitors the achievement of the annual cost reduction objectives;
- Development and implementation of a stock management model, which monitors the stock levels in connection with production and sales;
- Development and implementation of a financial statements reporting system, for statutory and IFRS, for both stand-alone and consolidated;
- Preparation of the demerger project for the spin-off of the lime business of the Group;
- Preparation of the merger project for the absorption of three subsidiaries of the Group by the mother-company;
- Development and implementation of a new modern structure for the Finance Function as part of the reorganisation of the legal structure and operations of the Group.

Own initiatives:

- All the achievements above have been obtained through own initiatives

Reasons for leaving the company:

Only for more challenging jobs with more attractive perspectives and better location.

Oct 2006 – Nov 2008 (2 ys and 1 mos)

Country Holding Officer & Chief Financial Officer

Electrolux Romania, Satu-Mare, Romania

Company's profile: manufacturer of gas cooking machines, part of a multinational organization, Worldwide leader in household products, 1.800 employees.

Reporting to: Janos Takacs – CEE Holding Officer

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Filippo Bortolini – Financial Shared Service Center Manager for Europe

Direct reports: 24 direct reports (1 HR manager, 1 lawyer, 1 finance department responsible, 1 accounting department responsible, 1 payroll department responsible, 1 IT department responsible, 2 finance controllers, 1 treasury responsible, 13 finance and accounting clerk, 2 IT clerk)

Main responsibilities:

- Responsible for the entire legal entity in Romania and reports to a Regional CFO based abroad;
- Responsible for the Shareholding function;
- Ensures that the finance and administration functions are satisfactorily performed and to identify financial, tax and legal compliance risks;
- Statutory consolidated financial reporting and group reporting;
- Tax filing, tax projects and legal structure;
- Management of cash pools;
- Compliance and company's holding secretariat;
- HR policy coordination;
- Project work and other activities;
- Assists in projects such as acquisitions and divestments or other structural activities, if and when the need arises or at the specific request;
- Responsible for overseeing the accounting processes;
- Oversees external and internal audits;
- Implementation/maintenance of Sarbanes-Oxley and Company Internal Control procedures;
- Interactions with banks and legal advisors in Romania.

Main achievements:

- Successful change of Company's acts in order to fully comply with the new requirements of Companies Law nr.31/1990;
- Project leader on a real estate project in order to clarify legal and environmental issues and to sell them with no risks;
- Development and implementation of a comprehensive Delegation of Authority document;
- Development of relevant Excel applications for Group reporting purposes;
- Development of a complex Excel application for VAT reporting for Electrolux Belgium VAT representative in Romania;
- Significant support for the change of the current Inventory/Production System in order to properly address specific transactions;
- Set-up of complex VAT transactions in order to properly address VAT and accounting rules;
- Set-up of a VAT representative in Slovakia in order to save VAT for transactions with no simplifying rules allowed;
- Development of a new management reporting;
- Development of a new cost accounting model and budgeting system;
- Development of new accounting procedures;
- Significant improvement of the correctness and transparency of the group reporting;
- Identified huge hidden losses of the company and presented to the Board of Directors;
- Identified and corrected huge accounting errors with significant fiscal implications;
- Increased quality of the communication within the management team;
- Significant improvement of the financial and accounting discipline;
- Development of an internal invoicing application in accordance with the new VAT requirements as per EU Accession;
- Outstanding control on the application of the new VAT rules according to the EU VAT Directive VI;
- Significant improvement of the group and statutory reporting;
- Development of people and better delegation of work.

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Own initiatives:

- All the achievements above have been obtained through own initiatives

Reasons for leaving the company:

Lack of professional satisfaction; no carrier perspectives; unclear management rules and principles.

Mar 2006 – Nov 2006 & Mar 2005 – Sep 2005 (1 yr and 5 mos)

Chief Financial Officer

Euroholding, Timisoara, Romania

Company's profile: group of 8 Romanian companies, acting in the field of industrial and civilian constructions and industrial textile, part of an Italian group, Industrie Maurizio Peruzzo (IMP), 1.000 employees.

Reporting to: Danilo Vettore – Managing Director

Direct reports: 14 direct reports (8 Economic Directors, 2 Finance Controllers, 1 IT Manager, 1 Procurement Manager, 1 HR Manager, 1 PR&Marketing Manager)

Main responsibilities:

- Management of the finance and accounting function for the Group;
- Management of the treasury function for the Group;
- Management of the finance raising for the Group;
- Tax management and statutory tax fillings;
- Development and preparation of a management reporting framework for the Group (including budgeting);
- Budgets and management reporting preparation;
- Preparation of the financial statements, both stand-alone and consolidated, in accordance with Romanian Accounting Rules and Group Accounting Principles (Luxembourg);
- Management of the external audit.

Main achievements:

- Increased discipline and efficiency of the finance and accounting function of the Group;
- Efficient communication within the finance and accounting function as well as between the main functions of the Group;
- Improved cash management for the Group;
- Development of a group reporting package for consolidation purposes, prepared in accordance with the Accounting Law of Luxembourg;
- Development of an efficient management meeting system for the finance and accounting function;
- Development of a full cost sharing application and system for the Group;
- Best finance raising for the Group needs;
- Significant reduction of the financing costs of the Group, which amount to about 330.000 EUR on a medium term basis;
- Increased motivation and dedication of the employees in the finance and accounting function;
- Increased team spirit in the Group;
- Improved image of the Group on the market;
- Increased control in the use of the Group's resources;
- Seen as the most important professional in the Group, involved in all decision making – I was called "Orchestra man";
- Increased transparency and clarity of the business;
- Clean audit opinion.

Own initiatives:

- Development of a group reporting package with impact on the quality of the management reporting and on the efficiency in the preparation of the accounts for consolidation purposes;
- Development of a full cost sharing application and system for the mother company of the Group in Romania in order to properly follow-up and share the corporate costs of the Group to all its subsidiaries;

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- Development of an efficient management meeting system for the finance and accounting function with impact on the efficiency in solving financial problems, improved communication, better control on the finance function, increased financial discipline.

Way of leaving the company: hunted by a relevant professional head-hunting firm

Reasons for leaving the company:

For the first time I was challenged by the perspectives offered by the Executive Director position within European Drinks Group in the restructuring and substantial change of the organisational culture.

For the second time I was challenged by the career perspectives offered by a Worldwide organisation, leader in the household goods industry in the World.

Sep 2005 – Mar 2006 (6 mos)

Executive Director

European Drinks Group, Oradea, Romania

Company's profile: top-tier Romanian group of companies, manufacturing beverages, food products and alcohol, leader in the FMCG industry, 9.000 employees

Reporting to: Viorel Micula and Ioan Micula – Owners and Managing Directors

Direct reports: 12 direct reports (1 Executive Director Deputy, 1 Operational Manager, 3 Plant Managers, 1 Technical Director, 1 Quality Manager, 1 Sales Director, 1 Marketing Director, 1 Financial Manager, 1 Investment Manager, 1 Procurement Manager)

Main responsibilities:

- Planning, developing and settling the objectives for subordinated managers in accordance with the Board of Directors directives;
- Coordinating, fundament and monitoring the budgeting and forecasting process;
- Increasing the operational and financial performances of the group of companies;
- Management of finance raising for the Group;
- Changing the organizational culture of the Group;
- Changing the image and reputes of the Group in all business environments.

Main achievements:

- Substantially improvement of the communication at the top management level;
- Perceived as the most professional manager within the group, both internally and externally;
- Seen as the most important contact in the relation with the consultants, major banks and suppliers.

Own initiatives: not applicable, very short period of stay

Way of leaving the company: unilateral own decision and acceptance of the offer to return to Euroholding.

Reasons for leaving the company:

It was the most unprofessional environment from my entire career. There was no support from the owners to change the organization's culture and to apply the general accepted principles of management. My contract terms with the company have been severely violated.

Sep 2004 – Mar 2005 (6 mos)

Audit Methodology Manager for Romania

PricewaterhouseCoopers, Bucharest, Romania

Company's profile: the largest and the best auditing and consulting firm in the World, one of the companies in the well-known "Big Four" group, 350 employees in Romania.

Reporting to: David Fuller - Romanian Audit Methodology Partner
CEE audit methodology Manager

Direct reports: 18 direct reports (4 implementation coaches, 14 audit managers)

Main responsibilities:

- Implementation of the PwC's Global Audit Methodology in Romania;
- Development and monitoring of an implementation plan for Romania;
- Coaching and training employees in the implementation of the Global audit methodology;
- Quality control on the implementation of the audit methodology;

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- Reporting issues and progress of implementation of the audit methodology to the CEE implementation team.

Main achievements:

- Outstanding knowledge of the PwC's Global Audit Methodology;
- Key implementation team member for the CEE implementation team;
- Outstanding results of the initial implementation of the audit methodology for Romania – the Romanian score on the initial quality control was well above the average score for the region;
- Development of the global limited review electronic file for the implementation of the PwC Audit Methodology;
- Development of computer tools used in the application of the audit procedures according to the PwC Audit Methodology, which have been adopted in the region.

Own initiatives:

- Development of the global limited review electronic file for the implementation of the PwC Audit Methodology, which was adopted by all PwC's offices in the World;
- Development of Excel spreadsheet applications for the audit testing used as an internal tool, adopted in the region.

Overall achievements for the nine years period with PricewaterhouseCoopers:

- Huge experience gained in the Romanian business environment, from services to industry, from local to multinational companies and organizational cultures, from local to international standards and mentalities, having a complex and qualitative portfolio of clients, such as: Astral Telecom, Terapia, Tiriac Holding, Electrolux, Kober, European Drinks, Coca-Cola, Pepsi-Cola, Azomures, Vilmar, Rondocarton, BBG Alum, Silcotub, Lek Pharmatech, Caroli, Ara Shoes, Lloyd Shoes, SAB Miller, Bere Ciuc, Seroussi Group, etc;
- Development of a strong logical thinking and huge reaction speed and flexibility;
- Strong communication, negotiation and marketing skills;
- Strong technical skills and a wide range of knowledge from local to international standards and principles;
- Strong computer skills and an increased work efficiency;
- Strong analytical review skills and training skills;
- One of the biggest experience in Romania in the consolidation of the group of companies;
- Strong administrative skills.

Way of leaving the company: hunted by a relevant professional head-hunting firm

Reasons for leaving the company:

New career opportunities and challenges coming from the industry, as well as many attractive job offers. After nine years of excellent and tremendous experience as auditor, I considered that I could better use all the business skills and knowledge gained, in the industry.

Jan 2003 – Sep 2004 (1 yr and 8 mos)

Resident Manager for Transylvania

PricewaterhouseCoopers, Cluj-Napoca, Romania

Company's profile: regional office, 18 employees (see description of PwC above)

Reporting to: Vasile Iuga – Territorial Senior Partner for Romania

David Trow - Regional Audit Partner

Other Audit Partners assigned for my portfolio of clients

Direct reports: 23 direct reports (1 administrative manager, 5 assistant managers, 7 senior auditors, 2 senior consultants, 8 junior auditors)

Main responsibilities:

- Administration and development of the regional office in Transylvania;
- Annual recruitment of the new employees;
- Planning and budgeting the activity for the regional office as well as for the portfolio of clients;
- Marketing and promotion of all PwC's line of business in Transylvania;
- Promotion of the PwC image in Transylvania;

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- Main contact for PwC in Transylvania.

Main achievements:

- Development of the regional office in Transylvania;
- Development of a profitable portfolio of clients in Transylvania;
- Improved perception on PwC's professional services in the region;
- Outstanding financial results for the regional office, well above the budget;
- Development of a very good local professional team – people from Cluj office have been perceived as very good professionals;
- Transylvania became one of the main development targets for PwC Romania.

Own initiatives:

- Promoting and selling all PwC's line of services in the region with a big impact on selling more services to existing and potential clients;
- Organising professional seminars in the region on hot topics with a big impact on the professional image of PwC in the region.

Reasons for leaving the company:

I left our regional office due to the new challenges offered by our Head Office in Bucharest, both by the Audit Methodology Manager position and by the personal development for the Regional Audit Partner position.

Aug 1998 – Jan 2003 (4 yr and 6 mos)

Senior Auditor

PricewaterhouseCoopers, Cluj-Napoca, Romania

Company's profile: regional office, 14 employees (see description of PwC above)

Reporting to: Emmanuel Konig – Regional Audit Manager

Other Audit Partners and Directors/Managers

Direct reports: 18 direct reports (6 senior auditors and 12 junior auditors)

Main responsibilities:

- Development of the audit profession in Transylvania;
- Administrating the office in Transylvania;
- Planning and budgeting the audit assignments;
- Leading the audit teams for the assigned audits;
- Auditing the assigned areas and proper documenting the work performed;
- Supervision, coaching and checking the work performed by all subordinated team members;
- Reporting audit results to the audit manager and client.

Main achievements:

- Successfully management of the regional office although I had no management experience;
- Development of marketing skills and bringing new assignments for PwC;
- Development of training skills and providing training both internally and for clients, becoming one of the most important trainer for PwC;
- Development of Excel spreadsheet applications for the restatement of financial statements and for analytical review, used as an internal tool within PwC;
- Gathering strong technical skills and becoming one of the best technical person within PwC;
- Gathering one of the biggest experience in the consolidation of the financial statements within PwC Romania;
- Gathering a very big experience in the Romanian business environment, from manufacturing to services and from Romanian Rules to International Standards;
- Strong control on the portfolio of clients for the region;
- Perceived as a manager within PwC.

Own initiatives:

- Development of the Excel spreadsheet applications for restatement of financial statements, both stand-alone and consolidated and for analytical review with a very big impact on the efficiency of the audit assignments;
- Development of training materials for potential clients with a big impact on training services sold to clients;

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- Strong marketing campaign in the region in with impact on the sales of services in the region.

Reasons for leaving the company: not applicable

Feb 1996 – Aug 1998 (2 yr and 6 mos)

Junior Auditor

PricewaterhouseCoopers, Timisoara, Romania

Company's profile: regional office, 24 employees (see description of PwC above)

Reporting to: Audit Managers and Senior Auditors

Direct reports: no direct reports at this level

Main responsibilities:

- Auditing of the assigned financial statements components;
- Proper documentation of the work performed;
- Reporting findings to the team leader.

Main achievements:

- Development of an efficient working system in order to address the main issues found;
- Outstanding audit knowledge for a junior position;
- Leading small auditing team.

Own initiatives:

- Development of Excel spreadsheet application used to simplify audit work;
- Development of my own procedures for audit files completion adopted by all the other auditors in the office.

Reasons for leaving the company:

I left our office in Timisoara because I have been transferred to our new office in Cluj-Napoca in order to develop the office and the audit services and profession in Transylvania.

MINIMUM JOB REQUIREMENTS

Accepted level: Senior level, Top Executive, Board Position, Shareholder Representation

Working program: Full time/ Part Time /Remote

Responsibilities: According to a clear job description

Contractual options:

- Labor or Management Contract according to the relevant labor or commercial laws; and/or
- Service Contract according to the relevant commercial laws (I am the owner of a small management and consulting company and I am a Romanian authorized physical person with valid VAT code).

Working environment: professional environment, career development perspectives, new career opportunities and challenges, professional reliability, full professional and managerial support

CAREER OBJECTIVES

to increase my professional experience and knowledge, to develop my management and leadership skills, to become one of the best top managers and one of the best leaders in Romania

REMUNERATION EXPECTATIONS

- attractive monthly net salary and annual performance bonus (to be discussed after job description is available);
- other benefits (e.g. share options, exit bonus);
- employee's car;
- relocation premium and/or company's apartment (if the case);

CURRICULUM VITAE

- employees insurance (life & health, traveling).