
Postdoctoral Researcher - Politechnics University Bucharest Romania

Timisoara

About me

Pasionate researcher, curious, author of a Web of Science indexed article cited 51 times, a professional with ten years experience in planning and analyzing 250 million Euros annual sales or 800 million Euros annual sales, ranked 4 years in a row one of the best management authors in Romania

Professional experience

Experience by departments

Education / Training / Art: **5 months**
Administrative / Logistics: **5 years and 11 months**
Research & development : **4 years and 8 months**
Finance / Accounting: **1 year and 9 months**
Management: **7 years and 11 months**

Oct 2022 - present

1 year and 3 months

Postdoctoral Researcher - Politechnics University Bucharest Romania

Bucharest | Management | Education / Training

- writing Web of Science indexed articles
- writing book

Acquired skills and knowledge:

Enterprise IT architecture

Apr 2019 - present

4 years and 9 months

Ad-hoc Colaborator and Scientific Researcher - Universitatea Ioan Slavici Timisoara Romania

Timisoara | Research & development | Administrative / Public Sector

- 2 Web of Science indexed articles
- 8 articles indexed in other databases
- author of 2 book chapters
- editor of 2 books published by IGI
- organizer of global conference Innovation and Transformation In the Digital Age

Acquired skills and knowledge:

sustainable energy

Feb 2019 - Mar 2022

3 years and 2 months

Postdoctoral Researcher (Equivalent Researcher III) - West University Timisoara Romania

Timisoara | Management | Education / Training

- 1 article indexed Web of Science
- assisted the Covid effort
- named the best management author in Romania 4 years in a row
- reviewer in prominent journals: Emerald Competitiveness Review journal; Emerald Journal of Innovation; IGI Journal of Electronic Commerce in Organizations; Elsevier Journal of Innovation and Knowledge; Industria Textila journal; International Journal of Digital Strategy, Governance, and Business Transformation
- member of the Harvard Business Review Board

Acquired skills and knowledge:

business process management, value based selling, digitalization, Enterprise IT architecture, Digital Transformation Management

Oct 2014 - Apr 2018

3 years and 7 months

Doctoral Researcher and Teaching Assistant - West University Timisoara Romania

Timisoara | Management | Education / Training

Top achievements are 2 Web of Science indexed articles, thereof one cited 51 times to the date. Other achievements include early research on as a service business models.

Acquired skills and knowledge:

business cases, value based selling, digitalization, industry 4 0

Jan 2008 - Dec 2013

6 years

Financial Analyst - Continental Automotive Romania

Timisoara | Administrative / Logistics | Administrative / Public Sector

Working on jobs assigned to Germany while located in Romania

- sales planning and analysis: turnover planning by product/ global locations; Customer Price Change planning by main customers/ global locations; regular and on demand sales analyzes by product for global locations; sales deviation analysis; logistics rolling forecast reporting
- material cost planning and analysis: Bill of Material planning; main product per location Bill of Material planning and analyzes in cooperation with the engineering and purchasing departments; plausibility analysis of material cost in % turnover for global locations; planned Purchase Price planning in cooperation with Global Commodity Managers; Annual Price change target support; actual to standard variance analysis
- Product Cost Optimization program support for Design to Cost measures and Purchase Price Change analyzes
- Research and Development analyzes: cost center analyzes based on SAP for a cost center in Germany; project level analyzes based on SAP for worldwide locations; Order Stock analysis for projects before Start of Production; miscellaneous management reports based on R&D data
- selling and administrative cost center analyzes based on SAP
- full profit transitions for planning (budget next year to actual current year; forecast to budget; strategic planning to budget) and actual (actual to seasonal budget)
- investment analyzes by product and location, including interface to Discounted Cash Flow techniques, Net Realizable Value, Return on Capital Employed, Return on Investment, Average profit, Internal Rate of Return, Return on Sales, Payment term for customer quotations and lifecycle costing
- miscellaneous other analyzes: transaction currency analyzes for sales and material cost; quality cost analyzes
- working capital analyzes: accounts receivable, accounts payable and inventory
- on demand analyzes for miscellaneous locations

Jul 2004 - Jan 2006

1 year and 7 months

Financial Analyst - Siemens VDO Automotive Romania

Timisoara | Finance / Accounting | -

Planning and analysis for a global product:

- sales planning and analysis: planning analyzes; variance analysis; sales customer breakdown
- material cost planning and analysis: planning purchasing volume, purchasing price variance analysis; supplier analyzes; material cost improvement analysis support
- profit transitions: actual to budget, forecast to budget, budget to previous year, actual to previous year
- opportunity risk reporting and EBIT target gap analyzes
- full Budget Booklet business analysis: market analyzes - market volume, sales of competitors, market share, market growth, Boston Consulting Group; business analyzes, key performance indicators; profit transitions, net working capital analyzes; investment analyzes; manufacturing footprint; R&D footprint (share generic, application, advanced); quality non-conformance cost analysis
- Research and Development cost center analysis in Timisoara: cost center expense reports; asset reports; transfer price (hourly rate) calculation; monthly billing to projects
- scorecards for miscellaneous projects: selling, R&D, quality
- top+ WIP (productivity improvement) reports
- EVA, ROCE, Cash Flow analyzes on a monthly basis

- involvement in miscellaneous tasks: Siemens VDO internal audit on management reporting; SAS joint venture reporting including full Budget Booklet; monthly and planning period shareholder analysis for joint venture SAS

Oct 2003 - Feb 2004

5 months

Teaching Assistant for Strategic Management - Universitatea de Vest Timisoara

Timisoara | Education / Training / Art | Education / Training

- teaching seminars to students
- preparing case studies based on independent analysis
- papers for symposiums
- involvement in government reasearch grant on emerging markets

Feb 2003 - May 2003

4 months

Intern - Alcatel

Timisoara | Finance / Accounting | -

- study on the transformation of Alcatel from equipment producer to integrated solution provider; the implementation of the corporate transformation startegy in the local subsidiary
- enquiry, annual reports, press, Romanian statutory financial reports, organization charts

Education

2019 - 2022

Doctorate (PhD) - West University Timisoara Romania

Postdoctoral Research | Timisoara

2014 - 2018

Doctorate (PhD) - Universitatea de Vest

Management si Administrarea Afacerilor | Timisoara

2003 - 2006

Master's degree - Universitatea de Vest

Management si Administrarea Afacerilor | Timisoara

1999 - 2003

Bachelor's degree - Universitatea de Vest

Stiinte Economice | Timisoara

Skills

Skills from work experience

business cases, value based selling, digitalization, industry 4 0, business process management, Enterprise IT architecture, Digital Transformation Management, sustainable energy

Foreign languages

English - Advanced, French - Beginner, Italian - Beginner

