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WORK EXPERIENCE

UBER

Bucharest, Romania

Apr. 2018 – Sep. 2018

Operations Project Manager, Technology

- Led and launched national projects by negotiating deals, meeting partners and establishing strategy
- Led relationship management with the biggest partners and fleets and with local authorities with an operational focus
- Data management related tasks using Excel and SQL, creating new tracking and tagging files

Procter & Gamble E-IMEA HQ

Geneva, Switzerland

Jun. 2017 – Jan. 2018

Strategic Sourcing Manager Internship, Relationship Management

- Led FemCare Tapes Global cost optimization project (delivered 8% savings)
- Developed financial & pricing models that led to commercial interventions & innovations in a \$ 60M spend pool
- Market analysis, commodities forecasting and innovations for global adhesives industry in a \$ 450 M spend pool
- Organized a business forum focused on savings across the entire P&G FemCare (data-mining, \$ 3M savings identified, presentation skills and event management skills gained)

BNP Paribas CIB

Bucharest, Romania

Nov. 2015 – Sept. 2016

Associate Relationship Manager, Investment Banking

- Analyzed 40+ clients' financial soundness by checking Cash Flow, Profit and Loss accounts, Balance Sheet, Ratios.
- Conducted market studies and developed market study methodology to find viable new clients and companies, new deals resulted from these market studies, they are still used
- Analyzed payment record of clients to suppliers and collaborators (vlookup, ExcelVBA) to find new possible prospects and to suggest more efficient solutions/products to the existing clients, new customized solutions sold to major clients
- Contributed to execution of major deals (Corporate Finance, Bond Issuing), conducting thorough studies of the company and the market, updating and developing pitch books and contributing to due diligence and KYC procedures
- Project and relationship management in relation to the supervision of the territory by the country head

EUROCONTROL

Brussels, Belgium

Jun. 2015 – Sept. 2015

Management Trainee, Aeronautical Information Management

- Developed code (XSLT, Schematron) enabling the automatic validation and processing of Digital aeronautical files
- Analyzed aeronautical information trends and make statistical reports on their proliferation
- Used Jumpstart tool for the digitization of airport maps in support to Digital NOTAM encoding
- Used Excel VBA to make a traceability matrix for the new ICAO Annex 15

EUROAVIA (European Association of Aerospace Engineering Students)

Delft, Netherlands

Oct. 2013 – May 2015

Bucharest President and Eastern Europe Coordinator

- Led the Local Board & Projects and delegated tasks to the other members successfully managing the execution
- Developed our NGOs business plan and marketing and recruiting strategies, prospected and obtained sponsorships & internship partnerships from companies and institutions in the aerospace field
- Organized one international convention, one national job fair, a rocket workshop, 14 technical visits
- Ranked 6th in the Forbes Foreign Policy Romania's Magazine for Excellence in Education (2015)
- Represented EUROAVIA at international and local events and presented local reports at international conferences

ROMATSA, Avitech Co., TAROM

Bucharest, Romania

Jun. 2013 – Aug. 2014

Summer Internships, Aerospace

EDUCATION

Tsinghua University

Beijing, China

MEM (Master of Engineering Management)

Aug. 2018 – Present

- "Forbidden City" Scholar – Fully funded merit scholarship

Politehnica University of Bucharest

Bucharest, Romania

Bachelor of Engineering in Aerospace Engineering

Oct. 2012 – Jul. 2016

- GPA: 8.63/10.0; top 5% – Fully funded academic merit scholarship

SKILLS

Programming: MATLAB, SQL, VBA, XML, XSLT, UML, BPMN, JavaScript, AutoCAD, 3ds MAX, SolidWorks

Languages: Fluent in English, Conversational in German, and French, Intermediate Chinese, Romanian Native

Interests: Basketball (U-18 National Vice-Champion), Tennis (Amateur Championships), Scuba-diving (PADI Certified)

Leadership: Travel in 40 countries (Oct. 2016 – May 2017), CAESAR Foundation Member (think tank with a global presence),

Aspire Academy Fellow (45/750), Investment School 15 (selective course), LEADERS School 14 (29/300)