

## Mircea Ciobanu

Fred Zinnemann-Platz 4

1030, Vienna, Austria

+43 681 1051 6798

[ciobanu.mircea90@gmail.com](mailto:ciobanu.mircea90@gmail.com)

Nationalities: Romania



## Professional Experience

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Jan'25 – to date **Job Seeker**, Vienna, Austria

July'22 – Jan'25 **Global Lead-Buyer Synthetic&Natural Rubber, Semperit AG**, Vienna, Austria

- Created procurement strategies for near and long term(80-100mln€ portfolio)
- Strategy implementation and follow-up on group level(7 plants), within a pan-continental multinational environment
- Successfully achieved 2-3% saving targets per year

Nov'20 – July'22 **Sales Agent, Self-employed**, Vienna, Austria

- Sales agent for Russian elastomer and antioxidant producers(50mln€ portfolio)
- Achieved direct, producer to consumer, sales for elastomers

Aug'19 – Nov'20 **Sales Manager, Sibur**, Vienna, Austria

- In charge of synthetic rubber sales for the European market(50mln€ portfolio)
- Achieved direct, producer to consumer, sales for elastomers

Sept '17 – Aug'19 **Sales Manager, Total**, Bergamo, Italy

- Sales of Oil&Gas precision sealing solutions for East-Europe, Russia, etc(5-10mln€ portfolio)

Oct '16 – Sept'17 **Application Engineer, Total**, Bergamo, Italy

- Design and customer technical advisory for Oil&Gas precision sealing solutions

March – Sept'15 **R&D Trainee, Plastic Omnium**, St-Julie, France

- CAD Design, Rheological Studies, process simulations for Peugeot 308 plastic parts

June '12 – Jan'15 **Subway Driver, Transports en Commun Lyonnais (TCL)**, Lyon, France

## Educational Background

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2012 – 2015 **M. Eng. in Mechanical Engineering (Specialization: Polymers)**

National Institute of Applied Sciences (INSA) Lyon, France

Courses including:

- Mechanical Design
- Polymers Synthesis and Transformation
- Project Management

2009 – 2012 **Eurinsa (Europe + INSA)**, INSA de Lyon, France

Undergraduate program focusing on Engineering Sciences and Interculturality.

## Skills

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### Languages

Romanian: Native speaker

Russian: Native speaker

French: Fluent

English: Fluent

Italian : Fluent

German: Intermediate B1

### IT Skills

Office: MS Word, Excel, Powerpoint

ERP: SAP, Salesforce

Operating systems: Windows, MacOS

## Activities/interests

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- Chinese tea and coffee enthusiast
- Loudspeaker design and build
- Sports – Road cycling