



Viorel Nicolae

Phone

+40722715121

Email

viorelnicolae@yahoo.com

Location

Bucharest

About me

Experienced Insurance Manager with over 25 years in the industry, strong leadership skills, and a talent for building relationships and analyzing complex data. Proactive problem-solver with excellent communication and interpersonal skills.

Skills

Teamwork	=====
Solution oriented	=====
Fast learner	=====
Attention to detail	=====

Experience

Broker Business Development Director

2017 - present

Grawe Romania S.A.

negotiating and concluding contracts with insurance brokers | developing partnerships with insurance brokers | analysis and negotiation of more complex requests for quotation (conditions, quotations, discounts, commissions)

National Sales Director

2010-2017

FATA Asigurari S.A. – Generali Group

elaboration of the sales strategy | recruitment of branch managers | negotiating and concluding contracts with insurance brokers | development of franchise partnerships | developing the agricultural insurance portfolio through direct negotiation with large farmers

Regional Director

2007-2010

Eureko Romania Insurance Company S.A.

developing the sales network by recruiting agency directors | developing partnerships with insurance brokers | monitoring sales network for achieving the objectives on life | insurance, non-life insurance and the 2nd pension pillar

Project Manager

2005-2007

BCR Asigurari S.A.

elaboration of the sales strategy | recruitment of branch managers | negotiating and concluding contracts with insurance brokers | development of franchise partnerships | developing the agricultural insurance portfolio through direct | negotiation with large farmers

Chief Executive Officer

2004-2005

Partener – Broker de Asigurare S.A.

Agency Director

2002-2004

Unita S.A.

negotiating and concluding contracts with insurance brokers | recruitment of agency staff and insurance agents | monitoring the activity of the agency in order to achieve the sales objectives

National Sales Director, Branch Director

2001-2002

GRUP AS S.A.

negotiating and concluding contracts with insurance brokers | recruiting branch staff | recruitment of branch managers and agencies in the counties | developing partnerships with brokers in the area | monitoring and direct support to the sales force in case of more complex insurances | direct negotiation of large insurance contracts (conditions, quotations, commissions)

Foreign languages

English	★★★★★
French	★★★☆☆



About me

Experienced Insurance Manager with over 25 years in the industry, strong leadership skills, and a talent for building relationships and analyzing complex data. Proactive problem-solver with excellent communication and interpersonal skills.

Skills

Teamwork	=====
Solution oriented	=====
Fast learner	=====
Attention to detail	=====

Foreign languages

English	★★★★★
French	★★★☆☆

Deputy Branch Manager

2000-2001

ASIROM S.A.

developing partnerships with insurance brokers | recruitment of own sales force (agency directors, insurance inspectors) | training life insurance and non-life insurance | monitoring the activity of the branch to achieve the sales objectives

Life and Health Insurance Department Director

1999-2000

INTERAMERICAN ROMANIA INSURANCE COMPANY S.A.

coordinating the activities of the Life Insurance Department & Health Insurance Department | development of the network of agents | recruitment, employment and personal training (consultants, unit managers, agency directors and for head office) | activities related to the launch of new types of life insurance (financial program concepts)

CEO, Department Director, Financial Analyst

1994-1999

Societatea de Asistenta Financiara si Investitii S.A. - Fondul Privat de Acumulare si Pensii

public relations | relations with the bank (contracts, account openings, account statements) | negotiation, conclusion and follow-up of contracts with distribution companies | negotiation and conclusion of bank deposit contracts | conclusion of sales contracts - purchase of securities (shares, treasury certificates, participation certificates) | the development and implementation of the placement policy

Trainee economist

1994

Romtyre and Rubber S.A.

contacting potential external partners by launching offers through economic advisers of Romanian embassies and consulates abroad | negotiation of export prices (within the limits imposed by management) | negotiation and conclusion of international transport contracts (bill of lading, consignment note) | agreeing, with the external partner, the conditions of payment (letter of credit or documentary collection) and the conditions of delivery of the goods

Education

Economist

1989-1994

Academy of Economic Studies, Faculty of Commerce
International economic Relations

Bachelor's Degree: Political Economy, International Trade, Management and Foreign Trade Techniques

Diploma: Foreign exchange and interest rate risk in international trade. Methods and techniques for covering them

Final degree: 9.13

Other courses

- broker course (broker authorized by the Romanian Commodity Exchange on the spot, forward, and futures markets)
- actuarial seminar - life insurance (USAID program)
- investment seminar (USAID program)
- sales techniques courses - LIMRA
- claims, reinsurance courses - MÜNICH RE, FRANKONA RE