


Viorel Nicolae

DATE OF BIRTH:
23/09/1968

CONTACT

Nationality: Romanian

Gender: Male

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CURRICULUM VITAE

WORK EXPERIENCE

10/2017 - CURRENT – Bucharest, Romania

Broker Business Development Director

Grawe Romania S.A.

TASKS:

- negotiating and concluding contracts with insurance brokers
- distribution of brokers to Grawe agencies for direct administration
- developing partnerships with insurance brokers
- analysis and negotiation of more complex requests for quotation (conditions, quotations, discounts, commissions)

08/2010 - 09/2017 – Bucharest, Romania

National Sales Director

FATA Asigurari S.A. – Generali Group

TASKS:

- 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

09/2007 - 07/2010 – Bucharest, Romania

Regional director

EUREKO ROMANIA INSURANCE COMPANY S.A.

TASKS:

- developing the sales network by recruiting agency directors
- developing partnerships with insurance brokers
- monitoring the sales network in order to achieve the objectives on life insurance, non-life insurance and the 2nd pension pillar

09/2005 - 08/2007 – Bucharest, Romania

Project manager

BCR ASIGURARI S.A.

TASKS:

- recruitment of branch managers and agencies
- recruitment and development of partnerships with insurance brokers

- monitoring your own network in order to achieve sales objectives

12/2004 – 08/2005 – Bucharest, Romania

- **President - General Manager**

PARTENER – BROKER DE ASIGURARE S.A.

12/2002 – 11/2004 – Bucharest, Romania

- **Agency Director**

UNITA S.A.

TASKS:

- 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

05/2001 – 11/2002 – Bucharest, Romania

- **Branch Manager, Area Manager (20 districts)**

GRUP AS S.A.

TASKS:

- 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)

04/2000 – 04/2001 – Bucharest, Romania

- **Branch Manager**

ASIROM S.A.

TASKS:

- 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 in order to achieve the sales objectives

08/1999 – 03/2000 – Bucharest, Romania

- **Director of the Life Insurance and Group Insurance Department**

INTERAMERICAN ROMANIA INSURANCE COMPANY S.A.

TASKS:

- coordinating the activity of the Life Insurance Department
- coordinating the activity of the Group Insurance Department
- development of the agency network

- recruitment, hiring and staff training (consultants, unit managers, agency directors and headquarters)
- activities related to the launch of new types of life insurance, design of financing program for insurance consultants, training on "products", elaboration of training materials (in collaboration), elaboration of the business plan for new types of life insurance
- elaboration of the system of payment of insurance premiums and negotiation of the contract with the bank

07/1997 - 07/1999 - Bucharest, Romania

● **Economist**

The Financial Assistance and Investment Company S.A.

TASKS:

- monitoring the development of financing contracts for individuals
- negotiation and conclusion of bank deposit contracts
- study of the money and capital market and elaboration of syntheses regarding the main indicators

02/1997 - 06/1997 - Bucharest, Romania

● **President - General Manager**

SOPAS S.A.

11/1994 - 01/1997 - Bucharest

● **Referent, financial analyst, head of FPAP department**

Private Accumulation and Pensions Fund - Financial Assistance Company and Investments S.A.

TASKS:

- public relations
- relations with the bank (contracts, account openings, account statements)
- negotiating, concluding and monitoring the development of contracts with distribution companies
- negotiation and conclusion of bank deposit contracts
- concluding contracts for sale - purchase of securities (shares, treasury certificates, participation securities);
- study of the money market and the capital market and elaboration of syntheses regarding the main indicators: BUBID, BUBOR, official discount tax, refinancing interest, inflation rate, interest rates charged by banks on different terms, quotation of shares on the Stock Exchange and on RASDAQ, mutual fund shares and capitalization, through investments, of the opportunities offered by these two markets
- elaboration and implementation of the investment policy
- coordination of the Private Accumulation Fund and Pensions department

07/1994 - 10/1994 - Bucharest, Romania

● **Trainee economist**

Romtyre and Rubber S.A.

TASKS:

- 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
- sending the export documents to the bank in order to collect the export
- monthly preparation of the situation of the operations carried out in the previous month and their presentation to the president of the company

EDUCATION AND TRAINING

09/1989 - 06/1994 – Bucharest, Romania

Economist

Academy of Economic Studies, Faculty of Commerce, specialization International economic Relations

Bachelor's Degree in: 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, futures markets)
- actuarial seminar - life insurance (USAID program)
- investment seminar (USAID program)
- sales techniques courses - LIMRA
- claims, reinsurance courses - MÜNICH RE, FRANKONA RE

LANGUAGE SKILLS

MOTHER TONGUE(S): Romanian

English

Listening	Reading	Spoken production	Spoken interaction	Writing
B2	B2	B2	B2	B2

French

Listening	Reading	Spoken production	Spoken interaction	Writing
B2	B2	B2	B2	B2

DIGITAL SKILLS

Microsoft Word | Microsoft Excel | Microsoft Powerpoint | Microsoft Outlook

DRIVING LICENCE

● Driving Licence: **B** / Driving Licence: **C**

MANAGEMENT AND LEADERSHIP SKILLS

- **Communication and teamwork skills**
- **Team leadership skills**
- **Open and communicative character**
- **Dynamic and enterprising character**

HOBBIES AND INTERESTS

- **Reading**
- **Music**
- **Sport**
- **Trips**
- **Cars**
- **Fishing**