



Viorel Nicolae

functie

Phone

+40722715121

Email

viorelnicolae@yahoo.com

Address

Bucharest

Profile Info

description

Skills

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

Foreign languages

English	★★★★★
French	★★★☆☆

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

President - General Manager 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

Branch Manager, Area Manager (20 districts) 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)



Profile Info

description

Skills

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

Foreign languages

English	★★★★★
French	★★★☆☆

Branch Manager ASIROM S.A.	2000-2001
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 Group Insurance Department Director INTERAMERICAN ROMANIA INSURANCE COMPANY S.A.	1999-2000
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)	
Economist The Financial Assistance and Investment Company S.A.	1997-1999
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	
President - General Manager SOPAS S.A.	1997-1999

Referent, financial analyst, FPAP department head Private Accumulation and Pensions Fund - Financial Assistance Company and Investments S.A.	1994-1997
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 coordination of the Private Accumulation Fund and Pensions department	
Trainee economist Romtyre and Rubber S.A.	1994-1994
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 Academy of Economic Studies, Faculty of Commerce International economic Relations	1989-1994
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, futures markets)	
- actuarial seminar - life insurance (USAID program)	
- investment seminar (USAID program)	
- sales techniques courses - LIMRA	
- claims, reinsurance courses - MÜNICH RE, FRANKONA RE	