

Daniel Andrews

Professional Experience

CarCompRo

August 2020 – December 2021 – *Partners Operations Specialist & Account Manager*

During the early stage of the product, my contribution included, but not limited to:

- Preparing and aligning with the team regarding launching CarCompRo: market and competition analysis, align global strategies to local market: define commissioning strategy for partners, set up couriers strategy pricing;
- Adapting the product with the local market (translate and add local features, establish delivery strategy (radius, pricing plan for customers);
- Creating and implementing the sales strategy;
- Establishing and monitoring operational procedures prior and throughout the launch.
- Manage a portfolio of clients and lay the foundation of the account management processes: tracking files, campaigns plans, negotiate better partnerships terms.

Now, my contribution includes:

- Creating strategies to grow volumes in a competitive industry considering the challenging environment: strong competition, socio-economic context;
- Collaborating with the sales team by identifying new business opportunities;
- Analyzing data – monitor portfolio engagement, quality and utilization metrics and ensure a great experience for both restaurant managers and eaters;
- Collecting and providing market feedback to the product team regarding Bolt Food app and internal systems and actively involve in solving the issues;

Personal & Contact Details

Age: 27 years old

Phone number: 744 944 844

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Main Skills

- Performance Analysis
- Project Management
- Sales & Negotiations
- Analytical & Problem solving
- Critical thinking and reasoning
- Leadership
- Communication

Education

2017 - 2019

**Business Administration,
Master *Business
Administration***

University of Bucharest

2013 – 2017

Accounting

Academy of Economic Studies

Additional Skills

October 2019 – July 2020 –*Operations Specialist*

Main responsibilities included:

- Supporting CarCompRo's ride hailing operations in Bucharest: creating and maintaining strong relationships with fleet owners (trainings, performance evaluations, collect market knowledge), perform documentation compliance checks, solve ad-hoc issues;
- Creating and improve processes: for tasks with months of backlog I created clear procedures and tracking files;
- Analyzing data: monitor metrics, assess the supply needed across multiple cities, considering several external factors.

Cameron Coast

July 2019 – September 2019 – *Management Accountant* (temporary contract)

Main responsibilities included:

- Providing in depth financial analysis of P&L and BS accounts, including other non-financial metric accounts;
- Supporting the team in the day to day accounting requirements;
- Analyzing actual results to reconcile financial accounts, taking responsibility for all balances and resolution of queries;
- Responsibility for closing the financial books for the assigned markets;
- Responsibility for coordination and execution of Internal and External Audit requirements;
- Coordinating, generating, reviewing and distributing standard reports such as monthly financial analysis;
- Actively involving in the improvement of processes and practices.

Foreign languages:**English**

Understanding (listening & reading): C1

Communication (speech & conversations): C1

Writing: C2

Deutsch

Understanding (listening & reading): A1

Communication (speech & conversations): A1

Writing: A1

FinComp

February 2019 – June 2019 – *Financial Planning Analyst*

Main responsibilities included:

- Preparing for senior management the monthly and quarterly Commercial Profit report: compare the sales against the budget, at regional level, for volume, price and GM deviations and to provide reasonable explanation.
- Monthly updating of the sales forecast by aligning it to the information collected from commercial department;
- Assist in preparing the commercial budget for the next financial year.
- Monthly monitoring and tracking the activity of Tenaris and its competitors for the region: tenders, imports, partnerships;

Tea Master

September 2017 – May 2018 – *Financial Analyst*

Main responsibilities included:

- Preparing monthly and quarterly cash flows;
- Preparing the quarterly financial budget for all departments;
- Monitoring the financial transactions in order to avoid any overruns of the budget;
- Paying the salaries;
- Assuring the compliance of the activities with the law and adapting the practices whenever the legislation changed;
- The communication between Tea Master and banks, donors and state's institutions;

MiracleRO

September 2016 – August 2017 – *Tax Consultant*

Main responsibilities included:

- Assisting clients from various industries, such as: Financial Services, Automotive Industry, Technology, Media and Telecommunication in VAT reimbursement process;
- Completing and submit monthly, and quarterly VAT returns;
- Providing assistance in registration and deregistration in Romania;
- Advising clients in diverse VAT matters;
- Assisting in due diligence projects;
- Assisting clients by providing them legislative support in processes and in court.

Council of Small and Medium Enterprises

March 2015 – October 2015 – *Economist*
(project based contract)

Main responsibilities included:

- Processing and verifying various payments in cash, via Treasury or via online banking and support these payments in "Action Web" (now it is "Smis");
- Drawing up of the salary state: check the timesheets of the employees, each for the projects involved and ensure the salaries are correctly calculated and paid;
- Drafting, processing and archiving different financial documents;
- Ensuring the communication between the company and different authorities (State Treasury, Ministries, The Management Authority, banks);

