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| Daniel Andrews |  |  |
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| Professional Experience |  | Personal & Contact Details |
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| **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;  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.  **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); |  | Age: 27 years old  Phone number: 744 944 844  Email: andrewsdd@mail.com |
| Main Skills |
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| Performance Analysis  Project Management  Sales & Negotiations  Analytical & Problem solving  Critical thinking and reasoning  Leadership  Communication |
| Education |
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| 2017 - 2019  Business Administration, Master *Business Administration*  University of Bucharest  2013 – 2017  Accounting  Academy of Economic Studies   |  | | --- | | Additional Skills | |  | | Foreign languages:  English  Understanding (listening & reading): C1  Communication (speech & conversations): C1  Writing: C2  Deutsch  Understanding (listening & reading): A1  Communication (speech & conversations): A1  Writing: A1 | |