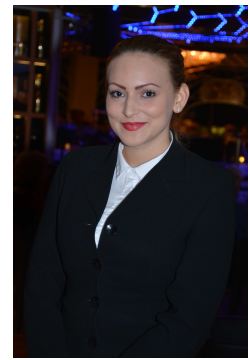


# Oana Luciana Turcan

## Photographer & Printer



### KEY SKILLS AREAS

Excellent working knowledge of photographic techniques and equipment, camera settings, lighting and photo editing software, as well as a great eye for composition

Photoshop CS3, CS5, CS6 / Express  
Digital Darkroom / Adobe InDesign

Printing experience and maintenance  
Good eye for texture, space, design, and color balance

Methodical and organised approach to work at both individual and team level

Excellent communication and negotiation skills

Proven organizational skills and attention to detail

Excellent client facing and configuration skills and a strong team player with an appreciation and understanding of the importance of customer care as a function within a business

### LANGUAGE ABILITY

Romanian – Native

English – Fluent

Spanish – Fluent

French – Conversational

Italian - Conversational

### PERSONAL INFORMATION

I am a dedicated and well-trained photographer and printer with 3 years of experience photographing for a wide range of styles and services, in depth knowledge of working with advanced photography equipment and tools.

I am extremely organised and efficient, with an ability to learn quickly and get along with a range of personalities. I am able to ensure high levels of customer satisfaction and to exceed their expectation when it comes to customer care.

I have over 4 years experience in sales and real estate and I have been involved in various projects. I quickly adapt to the customer needs and always have a solution to any problem.

I like to learn and challenge myself whenever an opportunity arises.

### WORK EXPERIENCE

Ocean Images

PHOTOGRAPHER & PRINTER 2012 – Present

MSC, Orchestra 2012 – 2013

Viking Line 2013 - 2015

#### *Duties*

- Camera settings, lens adjustment, lighting set-up
- Pre-edit and edit images as needed
- Process photographs by resizing and retouching them
- Printing and maintenance
- Studio photography during Gala night
- Gallery display
- Handle, transport and maintain equipment in a safe manner
- Prepare shoot sites as needed
- Set up equipment and tools as needed
- Photographing the embarkation, restaurant shooting, sailaway shooting
- Casual studio
- Extra photographs during the cruise

## ACADEMIC QUALIFICATIONS

University of Bucharest – University of Journalism and Communication Science, specialization Communication and Public Relations

Photography and Photoshop – Basic and Advanced, Avantaj Consulting

Coldwell Banker – “Sales and negotiation techniques”

Romtelecom – “Sales and negotiation techniques”

Codecs– Educational Leadership  
Class “Leaders of the 3<sup>rd</sup> Millenium” –  
Modul “Win-Win” / developing the  
skills of leadership and organizational  
management

National College "Sf. Sava" Bucharest  
Philology, intensive English

## TRAININGS

“Professional Assessments Skills” –

Trainer Gerald Clerx

“Customer Focused Selling Attitude”

“Time management”

“Finding Business in Today’s Market”

“Sales skills” - basic and advanced

“Negotiation”

“Customer Care”

“Emotional Intelligence”

“Leadership”s

## PERSONAL DETAILS

Turcan Oana Luciana  
District 4, Bucharest, Romania

Mobile: 0040736499936  
E-mail: turcan.oana@gmail.com

Nationality: Romanian

PUBLIC RELATIONS & EVENT ORGANISER – collaboration contracts  
2010 - 2012

### *Projects:*

- Organizing the three annual editions of the dance festival  
“Romantic Latin Festival”, Bucharest

### *Duties*

- Planning the event with all the details
- Contacting the sponsors
- Negotiating the contract for the location where the event will take place
- Establishing the necessary elements
- Supply
- Sending the invitations
- Flight tickets for the special guests of the event
- Promoting the event
- Contacting the media partners

- Restaurant Gala - Le Theatre, Bucharest

### *Duties*

- Promoting the restaurant
- Special offers
- Organizing the parties with specific themes
- Organizing birthday parties, parties for companies
- Presenting the packages and negotiating the contracts
- Constantly contacting the clients from the data base
- Permanently updating the data base

G.T.C. Romania

SALES CONSULTANT “Rose Garden” Project 2011 - 2012

### *Duties*

- Increase the sales activity
- Complete real-estate services & financial consulting
- Create map marketing concept / market positioning
- Responsible for the connection with the maintenance company
- Develop strategies for new business opportunities
- Cost management
- Present technical and construction details to potential customers
- Negotiate commercial conditions
- Close the sale-purchase contracts
- Keep the connection between credit broker and bank
- Responsible for clients follow-up / monthly marketing newsletter
- Co-operate with different real-estate agencies
- Preparing the needed reports on the project / market
- Sales activities for residential projects
- Marketing activities, target identification, market positioning
- Negotiate contractual terms (price, contract issues)
- Develop client’s portfolio and keep them informed about the

project

- Elaborate presentations and reports for clients

Project: Galleria Arad

- I have been involved in organizing the big opening of the new shopping mall the company built. I coordinated a team of 6 people in order to promote the great event and to attract the future clients.

S.C. Coldwell Banker S.A.

ASSOCIATED BROKER

January – August 2011

*Duties*

- Prepare documents such as representation contracts, purchase agreements, closing statements, leases and deeds
- Accompany buyers during visits to and inspections of property, advising them on the suitability and value of the homes they are visiting based on current market conditions
- Advise sellers on how to make homes more appealing to potential buyers
- Helping clients obtain financing at the best rates and terms
- Compare properties with similar properties that had recently sold to determine competitive market prices
- Promote sales of properties through advertisements, open houses, multiple listing services and other online advertising platforms
- Interview clients to determine what kinds of properties they are seeking and lists meeting those requirements from available properties

S.C. Romtelecom S.A.

OPERATOR TELESALLES

2010- 2011

*Duties*

- Communicating and listening to customers and ensuring that they receive the highest standards of customer service.
- Matching the customer's needs to the right product. Willing to approach customers and able to close a sale. Working as part of the sales team providing excellent customer service.
- Selling a range of products and services, to both new and existing clients.
- Persuasive communicator; use consultative selling skills to identify opportunities, overcome objections, build relationships and turn cold canvassing into sales.
- Tenacious negotiator and closer; adept in conveying the benefits of products/services and generating customer interest

S.C. Pro – Consul S.R.L.  
ASSISTANT MANAGER

2009 - 2010

*Duties*

- Organizing and assisting General Director's meetings
- Working with the General Manager to improve operations, sales and profitability
- Maximising profits by controlling labour costs and expenses
- Continuously reviewing and managing team performance
- Checking off and signing invoices and credit notes on a weekly basis
- Managing staff training requirements
- Delegate work and give tasks to individuals to do
- Capable of understanding detailed business process and procedures
- Ability to work under pressure and meet targets
- Having a methodical & organised approach to work at both individual & team level
- Writing accurate reports through the detailed analysis of data
- Monitoring the campaigns of local competitors
- Organising seasonal promotions and events

