

**Curriculum vitae**  
**Europass**

**Personal information**

Surname(s)/ First name(s) **VOLINTIRU Adrian Constantin**  
Nationality **Romanian**  
Date of birth  
Gender **Male**

**Work experience**

<b>Period of time</b>	<b>March 2015 – today</b>
Occupation or position held	<b>Operations Director</b>
Main activities and responsibilities	<u>Strategic business planning</u> (implementation of strategic business partnerships) <u>Optimize business workflow</u> (implementation of business workflows at the level of the company) Coordinate and structure the sales management and national regional centres Increase the revenue by 50% in 2015 -2016
Name of employer	<b>Exclusive Clean International</b>
Type of business or sector	<b>Property and facility management</b>
<b>Period of time</b>	<b>May 2013 – June 2014</b>
Occupation or position held	<b>Member in the Board of Directors</b>
Name of employer	<b>SNGN Romgaz SA Medias</b>
Type of business or sector	Natural gas production, geological research for the discovery of new gas reserves, production, supply and underground gas storage;
<b>Period of time</b>	<b>May 2014 – February 2015</b>
Occupation or position held	<b>Director General</b>
	Strategic business planning (implementation of strategic business partnerships) Optimization of business workflows (implementation of all business workflows)
Name of employer	<b>Upetrom 1 Mai Ploiesti</b>
Type of business or sector	<b>Heavy industry, drilling equipment</b>
<b>Period of time</b>	<b>November 2013 – March 2014</b>
Occupation or position held	<b>Secretary of State</b>
Main activities and responsibilities	Management and organization of the Direction of Industry Policies and External Affairs, the Management Authority POS CCE, the relation with the Parliament, and the trade unions and the employers; Elaboration of Romania's Competitiveness and Re-Industrialization Strategy, and support of such in the Specialty Commissions of the European Council
Name of employer	<b>THE MINISTRY OF ECONOMY</b>
Type of business or sector	Central Public Administration
<b>Period of time</b>	<b>from November 2012 to November 2013</b>
Occupation or position held	<b>President</b>

Main activities and responsibilities	Elaboration of the policy and strategy in the sector of administration and recovery of state assets within the A.V.A.S. (Authority for State Assets Recovery) portfolio, as well as the sector of privatization; Operative measures to implement legal provisions regarding A.V.A.S., as well as for fulfilment of the policy and strategy in the sector of administration and recovery of state assets within A.V.A.S. (Authority for State Assets Recovery) portfolio, as well as the sector of privatization.
Name of employer Type of business or sector	<b>THE AUTHORITY FOR STATE ASSET ADMINISTRATION</b> Specialty institution of the central public administration
<b>Period of time</b> Occupation or position held Name of employer Type of business or sector	<b>from December 2012 to July 2013</b> <b>Chairman of the Board of Directors</b> <b>C.N. Posta Romana S.A.</b> Basic postal services throughout the entire national territory and at international level, as well as postal services, other than basic ones, in terms of competitiveness and competition
<b>Period of time</b> Occupation or position held Main activities and responsibilities	<b>from June 2011 to November 2012</b> <b>Director General</b> <u>Strategic planning of business</u> (company restructuring for the recovery from an initial state of loss and to align it to an efficient business development model) <u>Leverage of the company's final results</u> (doubling of market capitalization and increase by 20% of the value of the shares in just 6 months; negotiation and conclusion of contracts worth more than \$70 million, obtained in just 9 months – Kuwait Oil Company, Babcock Wilcox Volund – Denmark, Black Sea Power – Dubai, Metso Power OY- Finland); <u>Restructuring and optimization management</u> (increase of turnover by 3.5 times in just 6 months (from €5 million in the first half year 2011 to €18 million in the second half year by a major restructuring of the company); <u>Business flow optimization</u> (decrease of employees number from 1,200 in July 2001 to 914 in December 2011) Increase of company value to €20 million in 1H 2012 Obtaining a net profit in amount of €2.2 million Conclusion of contracts worth €144 million in 2012, for the next 3-5 years
Name and address of employer	<b>S.C. VULCAN S.A.</b> Dumitru Brumarescu, nr. 15, sector 4, 041838 – Bucharest
Type of business or sector	Energy Industry, Oil and Gas Extraction Industry
<b>Period of time</b> Occupation or position held Main activities and responsibilities	<b>from November 2008 to May 2011</b> <b>COO and Member of the Board of Directors</b> <u>Strategic planning of business</u> (implementation of business strategic partnerships) <u>Business flow optimization</u> (implementation of all business workflows for the entire group of companies)
Name of employer Type of business or sector	<b>Marine Resources Exploration International (Marexin)</b> Extractive Industry
<b>Period of time</b> Occupation or position held	<b>from May 2008 to November 2008</b> CFO – Group

Main activities and responsibilities	<p><u>Restructuring and optimization management</u> (generation of about €3 million additional financial income in only 5 months from reorganizing the risk coverage structure; management and organization of the entire restructuring program of the Group, aiming to increase the gross margin of the Group member companies while ensuring an intensive development of the companies)</p> <p><u>Business workflow optimization</u> (decrease with 30 days of the term of outstanding payments, hence securing cash in amount of €10 million for the company; acceleration of inventory turnover to maximum 15 days)</p> <p><u>Implementation of the ABC system</u> (supervision and coordination of financial flows within the Relad Group for a successful implementation of financial procedures – ABC system)</p>
Name of employer Type of business or sector	<p><b>Relad Group of Companies</b> Pharmaceutical Industry</p>
<b>Period of time</b> Occupation or position held Main activities and responsibilities	<p><b>from November 2006 to May 2008</b> <b>CFO (also with COO responsibilities)</b> <u>Strategic planning of business</u> (increase of investment activities efficiency, resulting in reduction by 50% of the set up time of the new fuel stations (from 6 month to maximum 3 months), hence bringing much faster liquidities in the company)</p> <p><u>Restructuring and optimization management</u> (initiation and coordination of the major restructuring program of the company, increasing EBITDA from €9 million to €35 million in only 2 years);</p> <p><u>Business workflow optimization</u> (elaboration and implementation of business optimization processes, thus generating new cash entries of about \$40 million; reduction of fuel station accounting personnel from 92 to 6 during the reorganization of a more efficient financial department by implementing procedures and activities, generating annual savings amounting to \$4 million);</p> <p><u>Leverage of the company's final results</u> ( increase by 15% of the profit margin in only 2 years)</p>
Name of employer Type of business or sector	<p><b>Rompetrol Downstream</b> Retail Division of Rompetrol Group</p>
<b>Period of time</b> Occupation or position held Main activities and responsibilities	<p><b>from May 2006 to May 2008</b> Manager Restructuring and reorganization of the company Implementation of the Fill and Go cards in the Rompetrol gas station network Insurance broker structure set up and implementation</p>
Name of employer Type of business or sector	<p><b>Rompetrol – IFN FinGroup Credit S.A.</b> Non-bank financial institution – Part of the Rompetrol Group</p>
<b>Period of time</b> Occupation or position held Main activities and responsibilities	<p><b>from March 2006 to November 2006</b> <b>CFO</b> Securing financial resources at the level of Rompetrol Group Participating in meetings and negotiations with rating agencies (FITCH, Standard&amp;Poor)</p>
Name of employer Type of business or sector	<p><b>Rompetrol S.A. – Bucharest</b> Refining and marketing</p>
<b>Period of time</b> Occupation or position held	<p><b>from September 2003 to May 2008</b> <b>Manager</b></p>

Main activities and responsibilities	Attraction of investments in the Midia Industrial Park Ensuring the specific industrial infrastructure
Name of employer Type of business or sector	<b>Romp petrol Industrial Park - Constanta</b> Part of Rompetrol Group
<b>Period of time</b> Occupation or position held	<b>from February 2001 to March 2006</b> <b>CFO</b>
Main activities and responsibilities	<u>Leverage of the company's final results</u> (played an important role in increasing the turnover of the company from \$100 million to \$2.4 billion in only 5 years; elaboration and implementation of a comprehensive service outsourcing model, resulting in a significant personnel reduction (37%-42%) and important savings resulted from the new scale economy; negotiation and attracting of more than \$300 million cash entrances from the capital market for the refinery unit and \$10 million for the petrochemical unit) <u>Restructuring and optimization management</u> (optimization of the company in record time, the turnover increased from \$100 million to \$2.4 billion; successful overcome of crucial moments, including collective dismissal – reduction of personnel from 6500 to 850) <u>Implementation of ABC system</u> (ABC initiation; implementation of integrated procedures and financial reporting (Oracle) resulting in reduction of personnel from 6,500 to 850 (2001-2006) and cost/ to oil from \$52 to \$23 (2001 -2004)
Name of employer Type of business or sector	<b>Romp petrol Rafinarie – Petromidia</b> Refinery
<b>Period of time</b> Occupation or position held	<b>from April 2000 to February 2001</b> <b>Economic Director</b>
Main activities and responsibilities	<u>Restructuring and optimization management</u> (Implementation of several steps for unforeseen situations/ simplification of procedures related to financial flow management with a view to reduce dedicated time, resulting in reduction of personnel from 800 to 325)
Name of employer Type of business or sector	<b>Rafinaria Vega – Rompetrol Grup</b> Refinery
<b>Period of time</b> Occupation or position held	<b>from January 1999 to March 2000</b> <b>Economic Director</b>
Main activities and responsibilities	<u>Strategic planning of business</u> (successful implementation of corporate financial cost oriented strategy, thus saving approximately \$10 million)
Name of employer Type of business or sector	<b>REBU S.A., RWE Grup</b> Sanitation
<b>Education and Training</b>	
<b>Period of time</b> Type of qualification/ Diploma awarded	from 2004 to 2005 MBA in General Management – “Emphasis on Challenges in Leadership”
Name and type of institution providing education and training	Harvard Business School – United States of America
Level in education/ training classification	MBA
<b>Period of time</b> Type of qualification/ diploma awarded	<b>from 1989 to 1993</b> Economist – Accountancy

Main subjects/occupational skills	Faculty of Finance and Banking																		
Name and type of institution providing education and training	Academy of Economic Studies																		
Level of education/ training classification	Bachelor in Economics																		
<b>Personal skills and competences</b>																			
Mother Tongue	Romanian																		
Other languages																			
Self-evaluation																			
European Level																			
<b>English Language</b>																			
Training Courses	<table border="1"> <thead> <tr> <th colspan="2">Understanding</th> <th colspan="2">Speaking</th> <th colspan="2">Writing</th> </tr> <tr> <th>Listening</th> <th>Reading</th> <th>Spoken interaction</th> <th>Spoken production</th> <th></th> <th></th> </tr> </thead> <tbody> <tr> <td>C1</td> <td></td> <td>C1</td> <td>C1</td> <td>C1</td> <td>C1</td> </tr> </tbody> </table> <p>Authorized Expert Accountant, CECCAR Romania  International Accounting Standards  Risk Management at the company level: Market Integration, Operational and Credit Risk for companies in the Energy and Manufacturing Industry  “Predictive Index” – Praendex Europe SA, Switzerland  “Allocation of Investment Resources” - University of Geneve, Switzerland  Audit, Business Analysis, Legislation, Profit Centres, Budgeting  Integrated Systems: MFG – Pro; ORACLE: SAP-R3, SAP-R6</p>	Understanding		Speaking		Writing		Listening	Reading	Spoken interaction	Spoken production			C1		C1	C1	C1	C1
Understanding		Speaking		Writing															
Listening	Reading	Spoken interaction	Spoken production																
C1		C1	C1	C1	C1														
<b>Social skills and competences</b>	Responsibility, dedication, empathy, good communication and social skills, adaptation to new situations, teamwork, flexibility																		
<b>Organizational skills and competences</b>	Leadership skills, attention to details																		
<b>Computer skills and competences</b>	Microsoft Office (Word, Excel, Power Point), Oracle																		
<b>Other skills and competences</b>	Perseverance, involvement																		
	Nomination: “Romanian Top 100 Young Managers” – first edition (2007)																		
<b>Driving license</b>	B																		
<b>Abstracts from Publications</b>	<p><b>Business Standard – September 28, 2009</b>  <a href="http://standard.money.ro/articol_107234/cu_cine_si_a_restructurat_patriu_businessul.html">http://standard.money.ro/articol_107234/cu_cine_si_a_restructurat_patriu_businessul.html</a></p> <p><b>Business magazine – August 20, 2009</b>  <a href="http://www.businessmagazin.ro/video/adrian-volintiru-cfo-marexin-statul-e-partenereul-meu-si-trebuie-sa-ma-ajute-4745434">http://www.businessmagazin.ro/video/adrian-volintiru-cfo-marexin-statul-e-partenereul-meu-si-trebuie-sa-ma-ajute-4745434</a></p> <p><b>Ziarul Financiar - November 24, 2008</b>  <a href="http://www.zf.ro/profesii/companiile-sunt-obligate-sa-evalueze-structura-">http://www.zf.ro/profesii/companiile-sunt-obligate-sa-evalueze-structura-</a></p>																		

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**Business magazine – February 7, 2007**

<http://www.businessmagazin.ro/printare/actualitate/mai-mult-decat-benzina-la-pompa.html?5531;1008354>

**Business magazine – August 20, 2009**

<http://www.businessmagazin.ro/video/adrian-volintiru-cfo-marexin-statul-e-partenereul-meu-si-trebuie-sa-ma-ajute-4745434>

**Ziarul Financiar – September 19, 2011**

<http://www.zf.ro/comapnii/managerul-adus-de-tender-sa-restructureze-vulcan-avem-comenzi-dar-trebuie-sa-schimbam-modelul-de-business-8759490>

**Adevarul-Octombrie 20, 2011**

<http://www.adevarul.ro/financiar/Cum-aduci-o-firma-pe-profit-in-numai-trei-luni-0-575942951.html>

**Saptamana Financiara – November 22, 2011**

[http://www.sfin.ro/articol\\_24790/%E2%80%9Edaca\\_nuti\\_sunt\\_inteles\\_e\\_deciziile\\_organizatia\\_se\\_destabilizeaza%E2%80%9D.html](http://www.sfin.ro/articol_24790/%E2%80%9Edaca_nuti_sunt_inteles_e_deciziile_organizatia_se_destabilizeaza%E2%80%9D.html)

**Bursa.ro – December 22, 2011**

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[http://m.bursa.ro/s=piata\\_de\\_capital&articol=152692.html](http://m.bursa.ro/s=piata_de_capital&articol=152692.html)

**Vulcan TV Spot**

<http://www.youtube.com/watch?v=6dZrPuLCAoE>