
CURRICULUM VITAE

Family name POP
First name RADU CRISTIAN
Date of birth
Nationality
Phone
Email

Key qualifications

- **Developing Financial, Commercial, and Risk** analyses of big corporate companies with annual turnover of over EUR 500 million.
- **Organizing and restructuring the business activity** of big corporate companies with annual turnover of over EUR 500 million.
- **Developing and implementing of Cost cutting strategy** of big corporate companies with annual turnover of over EUR 500 million.
- **Drawing business strategy reports and set up investment strategies** for corporate companies with annual turnover of over EUR 500 million.
- **Setting key performance indicators system**
- **Providing timely and accurate analysis of budgets, financial trends and forecasts.**
- **Monitoring and reporting system setup**
- **Drawing up of market studies, business plans** for identifying investment opportunities;
- **Drawing and monitoring direct and indirect Cash flow analysis system**
- **Drawing Sensitivity analysis models**
- **Drawing and monitoring Investment opportunity analysis models;**
- **Assessing the credit risk** of companies;
- **Evaluating the creditworthiness and debt payment capacity** of companies.
- **Coordinating the Management System activity (ISO 9001, ISO 14001, OHSAS 18001)** of big corporate companies with annual turnover of over EUR 500 million.
- **Coordinating the Management System Audit activity (ISO 9001, ISO 14001, OHSAS 18001)** of big corporate companies with annual turnover of over EUR 500 million.
- **Coordinating the Management system activity in food industry (HACCP and ISO 22000)**
- **Consultancy for accessing public financing facilities;**
- **Consultancy for accessing private financing facilities** (banking, investment funds)

Professional experience record

Apr. 2018 - present	Bord of Directors Member OIL TERMINAL SA
Nov. 2017 - Mar. 2018	Economic Counselor Ministry of Economy
Mar. 2017 - Aug. 2017	General Manager Servicii Energetice Oltenia SA
Ian. 2016 - Dec. 2016	Director of Project Management and Institutional Relationship Division Complexul Energetic Oltenia SA
Apr. 2015 - Dec. 2015	Member of the Supevisory Board Complexul Energetic Oltenia SA
Jun. 2013 - Jul. 2015	Senior Project Manager OTP BANK
Sep. 2010 - May. 2013	Project Manager DISTINS DISTRIBUTION SRL
Dec. 2008 - Jan. 2011	General Manager ROY DISTRIBUTION COMPANY SRL
Nov. 2005 - Feb. 2009	Senior Consultant TOTAL BUSINESS CONSULTING SRL
Jan. 2004 - Nov.2005	Senior Credit Analyst MINISTRY of PUBLIC FINANCE - Project Management Unit for Rural Finance Project World Bank -International Bank for Reconstruction and Development
Nov. 2002 - Dec. 2003	Team Leader and Programme Technical Representative (PTR) project "Support for the evaluation and selection of the funding applications submitted for financing under the B2 credit scheme for SMEs" with identification number RO 0007.02.04.10. (Romanian Commercial Bank)
	Independent evaluator on behalf of the Delegation of the European Commission in the grant evaluation session of

the tender RO/2002 SSTA 08 Phare RICOP
(Enterprise Restructuring and Employment
Conversion) Programme

Independent observer

on behalf of the **Delegation of the European Commission in grant evaluation session of the Phare Programme RO 0108.03.01** "Assistance to small and medium sized enterprises" sub-component of the Economic and Social Cohesion Programme financed under 2001 Phare National Programme and provides financial and counseling assistance to support investment projects to be implemented by micro enterprises and young enterprises in order to establish and/or expand productive capacity and creating new jobs.

Mar. 2002 –
Nov. 2002

**Senior Relationship Manager
UNICREDIT ROMANIA**

Jul. 2001 –
Mar. 2002

**Senior Credit Officer
BANCA ROMANEASCA – Head Office**

Jan. 2000 –
Jun. 2001

**Credit Officer
BANCA TURCO ROMANA – Head Office**

Jan. 1998 –
Jan. 2000

**Relationship Manager
EXIMBANK OF ROMANIA – Head Office**

Education

1997 - 1998

Master Degree in International Trade
Faculty of International Business and Economics
Academy of Economic Studies - Bucharest

1993 - 1997

Faculty of International Business and Economics
Academy of Economic Studies - Bucharest
Specialization: International Transactions

Language skills (Mark 1 to 5* for competence)

<i>Language</i>	<i>Reading</i>	<i>Speaking</i>	<i>Writing</i>
English	5	5	5
French	5	5	5
Italian	5	5	4

PC skills: Microsoft Project, Word, Excel, Power Point, Access

Others

Further Education

- Aug. 30 – **Project Management** Planning, Implementation, Control
Sep. 24, 2004 and Intranet – SETYM Montreal, Canada
- Apr. 2000 **International Payment** Instruments - Banca Turco
Romana
- Feb. 1999 **Credit Management** - Romania Banking Institute -
Bucharest
- Oct 1998 How to Improve the relations between the bank and its
clients - Romanian Banking Institute - Bucharest
- Sep. 1998 Computerized Financial Credit Analysis - Romanian Banking
Institute - Bucharest
- Nov. 1994 – European Free Trade Association Course on the
Jan. 1995 Functioning of the market Economy for Economies in
Transition
Main subjects: International Trade, European Integration,
Free Markets, Trade Policies (graduated the course by A+).

* 5 = excellent
