

**Curriculum vitae
Europass**

Personal information

Surname(s)/ First name(s) **VOLINTIRU Adrian Constantin**

Nationality Romanian

Date of birth March 31, 1967

Gender Male

Work experience

Period of time since November 2013

Occupation or position held **Secretary of State**

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 **THE MINISTRY OF ECONOMY**

Type of business or sector Central Public Administration

Period of time from November 2012 to November 2013

Occupation or position held **President**

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 fulfillment 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.

Name of employer **THE AUTHORITY FOR STATE ASSET ADMINISTRATION**

Type of business or sector Specialty institution of the central public administration

Period of time from December 2012 to July 2013

Occupation or position held **Chairman of the Board of Directors**

Name of employer **C.N. Posta Romana S.A.**

Type of business or sector 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

Period of time	since May 2013
Occupation or position held	Member of the Board of Directors
Name of employer	S.N.G.N. ROMGAZ S.A. Medias
Type of business or sector	Natural gas extraction, geological research for the discovery of new reserves of natural gas, production, supply and underground storage of natural gas
Period of time	from June 2011 to November 2012
Occupation or position held	Director General
Main activities and responsibilities	<p><u>Strategic planning of business</u> (company restructuring for the recovery from an initial state of loss and to range it with an efficient business development model)</p> <p><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);</p> <p><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);</p> <p><u>Business flow optimization</u> (decrease of personnel from 1,200 in July 2001 to 914 in December 2011)</p> <p>Increase of company value to €20 million in 1H 2012</p> <p>Obtaining a net profit in amount of €2.2 million</p> <p>Conclusion of contracts worth €144 million in 2012, for the next 3-5 years</p>
Name and address of employer	S.C. VULCAN S.A. Dumitru Brumarescu, nr. 15, sector 4, 041838 – Bucharest
Type of business or sector	Energy Industry, Oil and Gas Extraction Industry
Period of time	from November 2008 to May 2011
Occupation or position held	COO and Member of the Board of Directories
Main activities and responsibilities	<p><u>Strategic planning of business</u> (implementation of business strategic partnerships)</p> <p><u>Business flow optimization</u> (implementation of all business flows for the entire group of companies)</p>
Name of employer	Marine Resources Exploration International (Marexin)
Type of business or sector	Extractive Industry
Period of time	from May 2008 to November 2008
Occupation or position held	CFO – Group
Main activities and responsibilities	<u>Restructuring and optimization management</u> (generation of about €3 million additional financial incomes in just 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><u>Business flow 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	Relad Group of Companies
Type of business or sector	Pharmaceutical Industry
Period of time	from November 2006 to May 2008
Occupation or position held	CFO (also with COO responsibilities)
Main activities and responsibilities	<p><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 just 2 years);</p> <p><u>Business flow optimization</u> (elaboration and implementation of business optimization processes, thus generating new cash entrances 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 just 2 years)</p>
Name of employer	Romp petrol Downstream
Type of business or sector	Retail Division of Romp petrol Group
Period of time	from May 2006 to May 2008
Occupation or position held	Manager
Main activities and responsibilities	<p>Restructuring and reorganization of the company</p> <p>Implementation of the Fill and Go cards in the Romp petrol gas station network</p> <p>Insurance broker structure set up and implementation</p>
Name of employer	Romp petrol – IFN FinGroup Credit S.A.
Type of business or sector	Non-bank financial institution – Part of the Romp petrol Group
Period of time	from March 2006 to November 2006
Occupation or position held	CFO
Main activities and responsibilities	<p>Securing financial resources at the level of Romp petrol Group</p> <p>Participating in meetings and negotiations with rating agencies (FITCH, Standard&Poor)</p>
Name of employer	Romp petrol S.A. – Bucharest
Type of business or sector	Refining and marketing

Period of time	from September 2003 to May 2008
Occupation or position held	Manager
Main activities and responsibilities	Attraction of investments in the Midia Industrial Park Ensuring the specific industrial infrastructure
Name of employer	Rompetrol Industrial Park - Constanta
Type of business or sector	Part of Rompetrol Group
Period of time	from February 2001 to March 2006
Occupation or position held	CFO
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 just 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	Rompetrol Rafinarie – Petromidia
Type of business or sector	Refinery
Period of time	from April 2000 to February 2001
Occupation or position held	Economic Director
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	Rafinaria Vega – Rompetrol Grup
Type of business or sector	Refinery
Period of time	from January 1999 to March 2000
Occupation or position held	Economic Director
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	REBU S.A., RWE Grup
Type of business or sector	Sanitation

Education and Training

Period of time from 2004 to 2005

Type of qualification/
Diploma awarded 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

Period of time from 1989 to 1993

Type of qualification/
diploma awarded 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

**Personal skills and
competences**

Mother Tongue Romanian

Other languages

Self-evaluation
European Level

Understanding		Speaking		Writing	
Listening	Reading	Spoken interaction	Spoken production		
C1		C1	C1	C1	C1

English Language

Training Courses 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

**Social skills and
competences** Responsibility, dedication, empathy, good communication and social skills, adaptation to new situations, teamwork, flexibility

Organizational skills and competences	Leadership skills, attention to details
Computer skills and competences	Microsoft Office (Word, Excel, Power Point), Oracle
Other skills and competences	Perseverance, involvement Nomination: “Romanian Top 100 Young Managers” – first edition (2007)
Driving license	B
Abstracts from Publications	<p>Adevarul - October 20, 2011 http://www.adevarul.ro/financiar/Cum_aduci_o_firma_pe_profit_in_nu_mai_trei_luni_0_575942951.html</p> <p>Ziarul Financiar – September 19, 2011 http://www.zf.ro/companii/managerul-adus-de-tender-sa-restructureze-vulcan-avem-comenzi-dar-trebuie-sa-schimbam-modelul-de-business-8759490</p> <p>Business Standard – September 28, 2009 http://standard.money.ro/articol_107234/cu_cine_si_a_restructurat_patriu_busine.html</p> <p>Business magazine – August 20, 2009 http://www.businessmagazin.ro/video/adrian-volintiru-cfo-marexin-statul-e-partenereul-meu-si-trebuie-sa-ma-ajute-4745434</p> <p>Ziarul Financiar - November 24, 2008 http://www.zf.ro/profesii/comaniile-sunt-obligate-sa-evalueze-structura-personalului-si-acest-lucru-inseamna-disponibilizari-3532064</p> <p>Business magazine – February 7, 2007 http://www.businessmagazin.ro/printare/actualitate/mai-mult-decat-benzina-la-pompa.html?5531;1008354</p> <p>Business magazine – August 20, 2009 http://www.businessmagazin.ro/video/adrian-volintiru-cfo-marexin-statul-e-partenereul-meu-si-trebuie-sa-ma-ajute-4745434</p> <p>Saptamana Financiara – November 22, 2011 http://www.sfin.ro/articol_24790/%E2%80%9Edaca_nuti_sunt_intelese_deciziile_organizatia_se_destabilizeaza%E2%80%9D.html</p> <p>Bursa.ro – December 22, 2011 Pag. 7 - Curriculum vitae http://m.bursa.ro/s=piata_de_capital&articol=152692.html</p> <p>Vulcan TV Spot http://www.youtube.com/watch?v=6dZrPuLCAoE</p>