



Nationality: Romanian

Marital status: married

Date of birth:

Telephone:

e-mail:

Education

- 2019 – Present **MBA Candidate**, International Faculty City College, University of Sheffield
- 2011-2012 **Erasmus scholarship, Faculty of Political Sciences**, University of Studies, Trieste, Italy
- 2010-2012 **Master of Governance Theory and Practice**, National School of Political and Administrative Studies
- 2007-2010 **Faculty of Political Sciences**, National School of Political and Administrative Studies

Professional Experience

January 2019 – Present

Leasing and Development Manager – P3 Logistic Parks

- business development, preparation and enforcement of leasing strategy for the Romanian market
- close cooperation with marketing department to coordinate activities, prepare and implement marketing plan, represent P3 at promo events
- maintain and expand P3 client portfolio
- cooperation with P3 technical departments in letting P3 warehouses and related activities such as bid/tender
- identification of opportunities for new business (BTS, acquisitions) and involvement in the expansion strategy together with P3 management, preparation and coordination of BTS project
- negotiation of lease agreements and coordination with P3 legal department and external lawyers
- close collaboration with leasing agents and other relevant third parties
- preparation of regular market reports and presentations

June 2018 – May 2020

Consultant – World Bank Romania

- inputs for the report on the Constanta Competitive Profile
- inputs to the report on the promotion of investment and facilities in Constanta
- evaluation of real estate market and investment opportunities in Bucharest
- evaluation of real estate market and investment opportunities in Constanta

August 2013 – December 2018

Senior Adviser – Industrial Department – CBRE Romania

- real estate market analysis and evaluation
- analysis of potential investors, actual ones, competitors and their clients
- evaluation in the studies for investments, market studies, best utility studies
- identifying and contacting potential clients
- real estate market research
- creating and developing client relations
- promoting the company's image and its products
- maintaining the relationship with the client
- negotiating the contract with the client
- determining the transactions plans considering the transaction's structure and methodology
- conducting and organizing the negotiations
- in charge of the whole transaction and determining: the price, the currency, payment method and terms, releasing the property terms and the terms of signing official papers
- supporting the colleagues in contract's issues
- convince investment funds, logistic and production company to invest in Romania

February 2012- August 2013

Financial Consultant, Allianz Tiriac Asigurari

- market research
- identifying and contacting potential clients
- developing a customer portfolio
- creating and developing client relations
- informative meetings and bidding
- negotiating the contract with the client

January 2011 – August 2013

Cofounder and Editor – www.stiriexterne.com

- editing and publishing news
- translating news and articles from the foreign press
- making articles, interviewing and analysis of external politics

Volunteering

Julie 2020 – Present **President and Founder Member of All Time Classic Association**
September 2013 – Present **Cofounder Member of Community Aid Romania Association**
August 2012 – **Facilitator in Research Your Change project - Romanian Youth Movement for Democracy Association**
December 2011 – December 2013 **League of Romanian Students Abroad (LSRS)**
October 2011 - July 2012 **Associazione degli Studenti di Scienze Politiche, Trieste, Italy**
January 2009 – December 2010 - **Deschide-ti Sufletul Association**
October 2008 - December 2010 – **ProDemocratia Association**

Trainings and Conferences attended

- January 2016 International Project **“Business Young Entrepreneurship”**, Cosenza, Italy
- December 2012 International Project **„Drops of good politics”**, Pizzo Calabro, Italy
- November 2012 International Project **„Young Leaders in Action! Youth Leadership and Facilitation Skills”**, Minsk, Belarus
- July 2011 **„Scoala de Vara: Romania secolului XXI”**, Bucharest (VIP Association)
- May 2011 **Enrepreneurship Competencies Training**, A.Co.R, Costinesti
- December 2010 International Project **„Right Propaganda vs Real Life – a Reality Check”**, Klaffer, Austria
- November 2010 – April 2011 – **Political Academy**, Popular Sciences Institute, Bucharest
- August 2010 International Project **„Impesa”**, San Lorenzo de El Escorial, Spain
- January 2010 International Project **„Youth and Water”**, Stepanavan, Armenia
- September 2009 **„Advocacy Training”** ONU Fond for Romania
- April 2008 International Project **“More than Words – Youth Involvement in Conflict Management”** Busteni, Romania

Language skills

Language	reading	speaking	writing
English	B2	B2	B2
Italian	B2	B2	B2

Competecies

- Good learning skills
- Team worker and flexible person
- Analysis and synthesis abilities
- Good negotiator
- Communication skills
- Stress resistant

Interests

Volunteering, art, business, politics, reading, travelling, climbing and sailing

