

# Curriculum Vitae

## Personal information



First name(s) / Surname(s)	<b>Madalin-Mihai Bondalici</b>
Address	Joita, Giurgiu
Tel	
Mobile	
E-mail	
Nationality	Romanian
Date of birth	
Gender	Male
<b>Work experience</b>	
Dates	01.04.2018 – Present Day
Occupation or position held	Regional Sales Manager
Name and address of employer	Timac Agro Romania
Main activities and responsibilities	Achieving business goals and revenue targets. Overseeing daily operations and setting performance objectives. Developing and implementing business strategies Ensuring company standards and procedures are followed. Preparing and presenting monthly, quarterly, and annual statements, analyses, and reports. Dealing with escalated customer issues Identify hiring needs, select and train new salespeople Analyze regional market trends and discover new opportunities for growth
Dates	01.01.2018 – 01.04.2018
Occupation or position held	<b>Bussines Planning Coordinator</b> Timac Agro Romania
Dates	- developed new reports and improved processes to increase overall productivity
Occupation or position held	- supervising all sales orders and the delivery process

Name and address of employer	- working with sensitive, highly confidential information and collaborating with Top Management
Main activities and responsibilities	- direct collaboration with Supply Chain Managers inside the Group from Austria, Greece, France, Italy and Spain - direct responsible of the Sales Forecast - implemented the process of reducing stock in warehouses - supervising the overall logistic cost and making sure that it stays within the Budget
Dates	11.11.2013 – 31.12.2017
Occupation or position held	Supply Chain Planning Coordinator
Name and address of employer	Timac Agro Romania
Dates	- full view of the stock in all 5 warehouses
Occupation or position held	- supervising all sales orders introduced in SAP and supervise the delivery process
Name and address of employer	- coordinate all team members to achieve the goals set
Main activities and responsibilities	- making sure that all team members deliver the best results - preventing stock ruptures - kpi analysis - daily contact with the Sales Managers, Marketing Manager, Logistics Manager and Commercial Director - overviewing the supply chain - analyse sales forecast
Dates	16.06.2010-11.11.2013
Occupation or position held	Team Coordinator
Name and address of employer	Alpha Bank Romania
Main activities and responsibilities	- administrating the clients' bank accounts - payment orders - credit and credit card loans - improving the team's mentality and focusing on achieving targets - solving the problems that SMEs have with their accounts
Dates	24.08.2009 - 24.11.2009
Occupation or position held	Preseller
Name and address of employer	Interbrands M&D Bucharest
Main activities and responsibilities	- product selling - debt collection - customers merchandise inventory - promoting the company's brands
Dates	06.05.2009-20.05.2009
Occupation or position held	Intern

Name and address of employer BRD-Groupe Société Générale

03.03.2009

Dates Volunteer

Occupation or position held CUBUS Bucharest

Name and address of employer

Dates 10.06.2008 - 10.09.2008

Occupation or position held Work and Travel Program

Name and address of employer MCT Madrid Spain

### Education and training

Dates 01/10/2009 – 24/02/2012

Title of qualification awarded Master in Human Resources Management

Name and type of organisation providing education and training Scoala Nationala de Studii Politice

Dates 01/10/2006 - 01/07/2009

Title of qualification awarded Bachelor in Economic Studies - International Business and Economics Faculty

Name and type of organisation providing education and training Academy of Economic Studies

Dates 2002-2006

Name and type of organisation providing education and training High School "Gheorghe Vranceanu", Bacau

Personal skills and competences

**Mother tongue(s)** Romanian

Other language(s) English- Advanced  
Spanish – Medium  
French - Medium

Social skills and competences **I am a sociable person who loves meeting new people and exchanging opinions and I have good sense of humor!**

Organisational skills and competences I do enjoy working with people and I am a team player. I try to never miss a deadline and I am not afraid to speak my mind in a polite matter.

Computer skills and competences SAP – Bussines One  
Introduction in Lean Six Sigma

Cambridge certificate  
Basics of Desing Research (SAP Academy)  
Basic Selling Skills certificate  
Life Insurance Consultant  
Certificate in Informatics (Ministry of Education and Research)  
MS Office Power Point, Word, Excel

HOBBIES Football, tennis, computer games, movies, reading books, spending time with my dog.  
Driving licence B, since 04.11.2005