

# CV ALEXANDRU GHIUR, EXPERT CONTABIL, MBA

E-mail:

Phone:

Address: B

## Personal Profile

### 1. Full-Time MBA graduate of the Portsmouth University Business School, United Kingdom.

I received a large scholarship part of the knowledge development program designed to improve the grades and knowledge of the other MBA colleagues.

2. **IT Program Manager:** Coordinate the initiation and development of more than 40 IT projects per year.

3. **Expert Contabil, Lector and Process Improvement Specialist:** I had extensive training and practice in Lean Six Sigma.

4. **Administration Council member and lector at Corpul Expertilor Contabili si Contabililor Autorizati din Romania, Bucuresti**



## Education

\* **Master of Business Administration** with scholarship, University of Portsmouth, Business School, United Kingdom, 2013 – 2014, full time, accredited by AMBA; MBA student representative

\* **Master of International Accounting**, ASE, Bucharest, Romania, 2011-2013, full time with scholarship.

\* **Master of Administration the Commercial Businesses**, ASE, Bucharest, Romania, 2004-'06, full time.

\* **Bachelor Degree in Commerce/Business**, ASE, Bucharest, 2000-'04, full time with scholarship

## Relevant Experience

### ➤ Honeywell

#### ➤ IT Program Manager **November 2017 - Present**

- Coordinate the initiation and development of more than 40 IT projects per year.

### ➤ Apa Nova Bucuresti / Veolia

#### **Business Consultant for client May 2016 – November 2017**

- Coordinated the implementation of the Oracle R12 ERP in Apa Nova Bucuresti;

- Business Intelligence designer that generated: automated management reports enhanced for big data, KPIs, Dashboards, Balanced scorecard in BI software by writing the requirements, validating the concepts, sending it to development teams, testing and obtaining the user acceptance;

- Managed the redesigns of old workflows and business processes, measured, analyzed, implemented and demonstrated with data the optimisations by using lean six sigma analysis techniques in Minitab;

- Analysed the internal procedures and identified waste in the forms of over processing, excess motion, waiting, etc. and designed new processes which were implemented in custom software resulting in substantial savings;

- Identified non value added activities that were eliminated from processes in order to reduce costs;

- Coordinated the transformation for improvement process and responsible for Project Kickoffs/Implementation meetings with stakeholders so as to ensure that all technical specifications are provided and met;

- Built strong relationships with client resulting in impeccable references and repeat business;

- Interviewed and integrated new Analyst and Associate resources, providing guidance and mentorship;

- Wrote the purchasing documentation and provided ad-hoc analysis for proper software solution selection;

- Presented to management the status of KPIs in automated BI dashboards;

### ➤ CECCAR Bucharest ([ceccarbucuresti.ro](http://ceccarbucuresti.ro))

#### **Administration Council Member**

**May 2015 – May 2019**

#### **Lector - Financial & Accounting Classes**

- Pleased to teach management accounting principles, cost & pricing strategies, performance analysis and to provide financial training and mentorship to fellow CECCAR members;

- Required to write the management accounting lectures for CECCAR;

### ➤ EMS ([www.excellmetalspinning.com](http://www.excellmetalspinning.com))

**Feb 2014 – Jul 2014**

#### **Growth Consultant – MBA Consultancy Project**

- Participated in the redesign of workflows and business processes for EMS, identified non value added activities and waste that were all proposed for elimination in order to reduce costs and improve processes;

- Completed market researches in order to identify market segments, competitors and customer's preferences based on market screening, focus groups, questionnaires and designed new services;

- Developed a portfolio of marketing strategic growth options for management ordered by the highest profit and lowest risk by applying marketing theories and tools;
- Demonstrated the need for repositioning the company's services within a higher value segment that has a superior order frequency - intended to further grow the business;

#### ➤ **ENGIE Romania**

##### **Marketing Strategist**

**Jan 2015 – May 2016**

- Created the prices for gas and electricity products after context analysis by using costing and pricing techniques, such as: target costing where the target selling price of the product is identified and the required margin is deducted;
- Generated and communicated to top management the budget plans, prices & margin options analysis versus the income budget to various executives and ensured that they had a clear understanding of the profit and risk for each option
- Collected information on actual performance and compared to budget plus explained variances and exercised control followed by budget adjustments;

##### **Business Analyst**

**Mar 2009 – Sep 2013; Jun 2014 – Dec 2014**

- Monitored multipart business processes by means of KPIs, management ratios while in monthly board meetings presented to top management the performance status of the dashboard; also provided ad-hoc explanations and proposed solutions for improvements;
- Created, forecasted and consolidated for each month, each project, each G/L account the operational (OPEX) budget, the investment (CAPEX) budget, the fast close, the profit and loss account, the cash-flows, etc. plus monitored the variances of the actual results versus budget and best estimate;
- Coordinated the reporting process and gathered financial data through automated reporting tools and software or by tactfully persuading teammates to send the necessary information within required time and quality;
- Management consultant, synthesized information as a reliable advisor and kept executives informed with monthly managerial reports, risk analysis, organisational capabilities, etc. so as to ensure the informed decisions;
- Successfully adapted lean set of techniques and value stream mapping within internal processes that improved the lead time by reducing waiting periods which resulted in output increase;
- Enhanced the interpersonal skills resulting in exceptional rapport with management and demonstrated the ability to deal courteously, professionally and tactfully with all colleagues in a variety of circumstances;

#### ➤ **INVEST IMOBILIAR (Pallady Residence Project)**

**Aug 2007 – Mar 2009**

##### **Development and Sales Manager**

- Developed successful business plans by using: profit and loss account statement, cash-flow, revenue forecasts, balance sheet, feasibility studies, investment appraisal analysis, etc;
- Based on my business plans and feasibility studies the company obtained from banks several loans for real estate developments with the highest amount of 25 million euro;

### **Certifications**

- \* **University of Michigan, USA – Leading People and Teams**
- \* **University of Michigan, USA – Negotiation specialization**
- \* **CECCAR –Romanian Chartered Accountants;**
- \* **Association of MBA – Member**
- \* **Role of Consultant and Consultant Client Relationship Certificate;**
- \* **Negotiation, Effective Communication and Leadership Certificate**
- \* **Balanced Scorecards Certificate; \* Outsourcing Certificate; \* Company Valuation Certificate;**
- \* **TOEIC-Gold Certificate for Commercial English; \* Specialist Academic English for Postgraduate,**
- \* **Resource Based Strategy Certificate; \* Assertive communication and Feedback;**
- \* **Project Management of Investments – Advanced Level Certification; \* Bloomberg Certification;**
- \* **Financial Risk Analysis Certificate; \* HR Controller certificate; \* Sales Management Certificate, etc.**

### **Computer skills**

- **Advance user** – Oracle BI, Excel, PowerPoint, yEd, Word, Microsoft Project, Publisher, Vision, Outlook;
- **Advance user** – Oracle R11-12, Minitab, SAP FI, CRM, ISU, PM, MM, IM, BW, CRM, FS-CM, DM, HR
- **Good user** - ServiceNow, Oracle Data Integrator, MySQL,

### **Languages**

- English-fluent, Romanian-fluent, French-business worthy, Italian-business worthy, Spanish-beginner.