

**Name:** DORINEL  
**First name:** CAZACU

**Expertiza in dezvoltarea afacerilor si vanzarilor / Restructurari de companii, inclusiv post privatizare si optimizarea profitabilitatii / Administrarea afacerii si implementarea guvernantei corporative / Expertiza de nivel international in supply chain, logistica si productie / Operatiuni ale companiilor nationale, multinationale si paneuropene .**

Executive profit oriented, quality and efficiency of markets experienced in Northern Romania and the Balkans .Responsible management, restructuring and business development and medium and large companies with multinational and multicultural media exposure.

More than 13 years of direct responsibility for the profit or loss of the company, experienced in risk management and knowledge of modern management techniques, with exposure to diverse and complex organizational culture, such as B2B sales, sales and distribution channels, management total Quality, Production "Lean" six sigma, 5S, Kaizen and others.

Mind structured, able to manage multiple tasks simultaneously, good negotiation skills, with outstanding results in building teams and use of talents. Able to effort, organized, responsible, creative, pragmatic, tenacious, accepting challenges, but adept discipline with knowledge management and business development related legislation. Much experience in defining and implementing strategies and modern management procedures and systems. Permanent oriented results and creating value for our shareholders.

### **Areas of expertise**

Coordinating business companies and groups of companies with sales budgets of up to 62 million and a total of up to 750 employees.

Implementation of corporate governance.

Retail, distribution of industrial products and commodities, B2B sales; sale of franchises in markets of Romania and the Balkans (Bulgaria, Serbia, Macedonia, Greece, Albania, Croatia, Kosovo) and Moldova.

Search and Negotiation funding sources for working capital or investments in amounts ranging between 0.5 and 160 million euros.

Production management of complex equipment but also comoditati.Experienta in mass production.

Experience in Supply Chain and Logistics and stevedoring - operations in seaports.

Development organizations and restructuring (including 2 companies post privatization projects).

Human resources management.

Profit and loss BVC and investment budget - more than 13 years experience in being responsible with the highest hierarchical level.

Industrial processes and engineering and new product development.

Marketing and Business Development.

Market positioning and strategic planning.

Change management and quality systems and maintenance.

Launch of new products and technologies.

Negotiating contracts for sales and purchases to 3 and 12 million.

Partnerships, alliances and holding managemet.

Development of industrial sites and new projects (greenfield and brownfield projects).

Market analysis and project management.

### **Professional experience**

<b>Shelf</b>	<b>Company short description</b>	<b>Position held / Projects and Responsibilities</b>
Aprile 2014 - present	<b>SC SOCEP SA - Constanta</b> The company is the largest port operator and complex in terms of complexity of operations and business .Cifra number of employees 14 million and approximately 450 employees.	<ul style="list-style-type: none"><li>- CEO and President of the Board.</li><li>- Restructuring company</li><li>- Develop new lines of business</li><li>- Plan investment of EUR 23 million.</li></ul>

March 2010 - February 2014	<p><b>Segezha Packaging / Investlesprom</b>  <b>Pol</b> regional business to a multinational company with manufacturing facility in Ploiesti and sales in Romania and the Balkans offering complete solutions in packaging paper bags.  The company had an average of 100 employees including five sales representatives abroad, and turnover of about 14 million per year.</p>	<ul style="list-style-type: none"> <li>- Optimize costs and increase profitability (2014 versus 2013 profit increased 2.6 times).</li> </ul> <p><b>General Manager</b></p> <ul style="list-style-type: none"> <li>- Business development and development of market shares.</li> <li>- Transfer of production capacity between countries.</li> <li>- Implementing 5S and TPM and TQM</li> <li>- Increased production capabilities.</li> <li>- Identification of new business.</li> <li>- Restructuring and increase profitability.</li> <li>- Optimize use of financial resources.</li> </ul>
May 2009 - April 2010	<p><b>Best Machinery Ro / Mastermind Management Consulting.</b></p> <ul style="list-style-type: none"> <li>- Company represent and assist in doing business in Romania following companies:</li> <li>- Grupo Prasa (Spain) - real estate developer and investor in Spain in renewable energy.</li> <li>- Green network (Allu Group -Finland) - renewable energy, waste recycling waste of ecological management</li> <li>- Best Machinery (Liu Gong-China) -</li> <li>- Distribution of construction machinery and equipment.</li> </ul>	<p><b>General Manager / Managing Partner</b></p> <ul style="list-style-type: none"> <li>- Restructuring the company Best Machinery Romania</li> <li>- Market analysis and development potential.</li> <li>- Identify funding sources deal</li> <li>- Funding Sources for client</li> <li>- Identification of possible partnerships</li> <li>- Relationship with authorities</li> <li>- Cost Optimization</li> <li>- Manage insolvency period.</li> </ul>
May 2006 - December 2009	<p><b>Grupo Prasa</b>  Regional Representative (South East Europe) groups of Spanish investors engaged in:</p> <ul style="list-style-type: none"> <li>- Property development</li> <li>- Civil and Infrastructure</li> <li>- Renewable energy</li> <li>- Agriculture and acquisitions of farmland.</li> </ul> <p>The company has invested nearly 100 million euros in Romania. Turnover € 30 million annual consolidated</p>	<p><b>Country Manager &amp; Delegate of the Board for Romania and Bulgaria</b>  (responsible for 3 companies).</p> <ul style="list-style-type: none"> <li>- Business Development and Sales</li> <li>- Start from scratch companies</li> <li>- Identify and negotiate funding for projects</li> <li>- Identification of investment partners</li> <li>- 4 Business Management Group.</li> </ul>
April 2005 - May 2006	<p><b>AECTRA Romania.</b>  Group 3 companies (2 distribution and production one) with approximately 200 employees and six branches / centers  Regional logisitica and distribution, involved in the production and distribution of chemical products for the chemical, automotive, plastics and agriculture. The consolidated turnover was EUR 26 million.</p>	<p><b>Executiv Director</b></p> <ul style="list-style-type: none"> <li>- New businesses and launching new products</li> <li>- Development and distribution infrastructure.</li> <li>- Optimized management processes</li> </ul>
May 2002 – April 2005	<p>MYO-O Group as follows:  River Invest - real estate development company  Sema - industrial and business park  Semanatoarea - manufacturer of agricultural machinery  Myo-a SA - distribution of agricultural and food industry  .Actionar majority in firms above.  The Group had approximately 700 employees and a turnover of around € 25 million</p>	<ul style="list-style-type: none"> <li>- Managing Director and Chairman of the CA member</li> <li>- General Manager &amp; Member CA</li> <li>- Restructured the company after privatization</li> <li>- New business development capabilities using group</li> <li>- Financing business and investment</li> <li>- Search for partners of Association</li> <li>- Development of export markets</li> </ul>
April 2000 – April 2002	<p><b>Ductil SA</b>  We produce welding electrodes and welding solutions</p>	<p><b>Director of Human Resources and Strategy</b></p>

	provider. The company had 650 employees and turnover of US \$ 30 million	<ul style="list-style-type: none"> <li>- Restructuring after privatization</li> <li>- Transfer and new production lines for new business</li> <li>- Organizational Culture multinationala type</li> <li>- Spin off after privatization</li> </ul>
September 1997 - March 2000	<b>Hilton Hotel</b> 5 star hotel with 300 employees.	<ul style="list-style-type: none"> <li>- Risk and Safety Manager and relationships authorities.</li> <li>- Legal framework and opinions on Hotel functionarea in Romania</li> <li>- Security and fire system</li> <li>- Preventing fraud and risk management business.</li> </ul>
June 1994 - August 1997	Ministry Of Internal Affairs ANCESIAC	- Officer and government expert.
September 1992 – May 1994	<b>Cernavoda Nuclear Power Plant</b>	<b>Health &amp; Safety &amp; Fire Protection Manager</b> <ul style="list-style-type: none"> <li>- Culture and occupational safety and fire prevention systems.</li> </ul>
April 1991 – Iulie 1992	<b>Pepsico INC.</b>	<b>Sales Agent / Manager of the.</b>

## EDUCATION

high school

1982-1986, “Mircea cel Batran” Constanta

university

1987 – 1992 Faculty of construction machinery and equipment, Bucharest. Mechanical engineer technologist.

Business Education

Between 2001 and 2003 I attended an Executive MBA program organized by INDE (National Economical Development Institute) and École des Hautes Études Universitaires Paris Post  
Various seminars and courses in the country and abroad.

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**Birth day:**

1967, November 3

**civil status:**

married

**foreign languages:**

Engleza – fluent ;Franceza –good ; Spaniola– good