





PERSONAL INFORMATION

FLORIN STANCIU



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 florin.stanciu@transelectrica.ro
 Sex M | Date of birth 29/11/1965 | Nationality Romanian

JOB APPLIED FOR Formenerg SA

POSITION CA member

PREFERRED JOB

PERSONAL STATEMENT

Florin has more than twenty years of experience in Romania, involving considerable strategic management and executive exposure, which he gained from working as a top management executive positions or as a business consultant, for more than a decade with a number of local and international companies in industries like electricity (national TSO), air travel, automotive, building and constructions materials production, retail, healthcare, to name just few.

WORK EXPERIENCE

<p>2013 - present</p>	<p>Head of Financial Strategy and Treasury Department The National Power Grid Company Transelectrica SA, Bucharest (www.transelectrica.ro) Responsibilities:</p> <ul style="list-style-type: none"> ▪ Managing corporate function and provide strategic corporate policies for the Board of the Company and Supervisory Board ▪ Managing company's treasury <p>Achievements :</p> <ul style="list-style-type: none"> ▪ First corporate bond issue for a state owned company transacted on local market ▪ 5 years Corporate Strategy Plan, Management Business Plan ▪ Designing Dividend Policy in relation to its shareholders ▪ Fitch upgraded credit rating of Transelectrica to BBB with a stable Outlook, one notch above sovereign – unprecedented and a first-time situation for both Fitch and Romania <p>Sector: Utilities, Energy</p>
<p>Sept 2018 - present</p>	<p>Head of Finanacial Strategy Societatea de Administrare a Participatiilor in Energie SA Responsibilities</p> <ul style="list-style-type: none"> ▪ support for Board of directors with respect to financial investments of the company (ENEL Group SA, Electrica SA, renewable projects etc. ▪ indepth analisys for target companies listed on the Bucharest Stock Exchange
<p>2013 - present</p>	<p>Financial consultant either for buy side or sell side in various tranzactions:</p> <ul style="list-style-type: none"> ▪ Rombat Bistrita/Metair Investment Limited – sell side ▪ Chimcomplex /Oltchim - buy side ▪ CEZ/SAPE – buy side

	<ul style="list-style-type: none"> ▪ ENEL Groupe/SAPE – turnaround project
2012 - 2013	<p>Business consultant Menatwork Group (Group of companies) Responsibilities: Turnaround Achievements: The company successfully implemented a balance sheet restructuring and turnaround its operations.</p> <p>Business: Leading manufacturer and distributor of building materials and interior design</p>
2011 - 2012	<p>Business consultant Teraplast SA, Politub SA, and Plastistem SA (group of companies) <i>Note: The company is listed on Bucharest Stock Exchange</i> Responsibilities:</p> <ul style="list-style-type: none"> ▪ corporate strategy and debt restructuring ▪ business processes redesign ▪ Costing management ▪ Business lines analysis and divesting <p>Achievements: An organization horizontal and more flexible Business: PVC materials production</p>
2011 - 2012	<p>Business consultant Rombat SA <i>Note: The company is listed on Bucharest Stock Exchange</i> Responsibilities:</p> <ul style="list-style-type: none"> ▪ Preparing the company for a sale transaction; ▪ Financial modelling and equity valuation for transaction purposes; <p>Achievements: Successfully closed the transaction for euro 43 mil to a strategic investor Business: Car batteries production</p>
2010 - 2011	<p>Managing Director Imcorp SA <i>Note: A mezzanine fund</i> Responsibilities: Business analysis and preparing a restructuring plan Business: Mineral recourses</p>
2007 - 2010	<p>Business consultant Firos SA <i>Note: Financial Investment Fund main shareholder</i> Responsibilities:</p> <ul style="list-style-type: none"> ▪ Financial and operational restructuring ▪ Providing alternate business solutions for the existing asset base ▪ Getting fresh money for business continuity (shareholders/bank loans) <p>Achievements:</p> <ul style="list-style-type: none"> ▪ Company has been closed down (from 3000 to 10 employees) ▪ Shareholders have been presented an alternate technology in a related industry (a turnkey project) ▪ The plant have been successfully commissioned <p>Business: Fibber glass producer</p>
2005 - 2007	<p>CFO IATA Romania Sector: Air Travel Industry</p>

EDUCATION AND TRAINING

- 2021 Guvernanta Corporativa – Principii si Bune Practici/ENVISIA
- 2019 Introduction to Corporate Finance/Corporate Finance Institute
- 2000-2002 MBA: University of Durham/Durham Business School/ corporate finance, UK
- 1985-1991 Polytechnic University, Bucharest, Romania

PERSONAL SKILLS

Mother tongue(s) Romanian language

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C2	C1	C1	C1
English					
French	B2	B2	A2	A1	A1
Replace with name of language certificate. Enter level if known.					

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user
[Common European Framework of Reference for Languages](#)

Communication skills Good communication skills even in difficult and critical situation

Organisational / managerial skills

- in my experience I managed large and well formed teams and on the same token, I started from scratch, gathering newly aquired employees with various expericences and job skilss when new projects had to be undertaken.

Job-related skills

- highly trained financial modelling skilss, with an experience that cover various industries

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user	proficient	proficient	BASIC USER	INDEPENDENT USER

Levels: Basic user - Independent user - Proficient user
[Digital competences - Self-assessment grid](#)