### Rozalina Albu

Address: Date of Birth: 12/07/82

Moldova

#### Personal Profile

Experienced in Public Service, Management, Sales, Consultancy, IT, Telco, Budgeting, Tax Policy and Administration. More than 10 years of civil service in Moldova including over 8 years of people manager roles. More than 7 years of sales in telco and IT multinational companies. Committed to high ethical and professional standards. Multinational professional and academic background.

#### **Career History**

# STATE TAX SERVICE Director MOLDOVA

11/2021 - 03/2023

- Changing the Tax Service paradigm from an "enforcement authority" towards a "taxpayers' service provider" and a "partner for businesses".
- Improving the transparency, accountability and communication of the Tax Service with all stakeholders (taxpayers, law enforcement bodies, external partners, etc.).
- Working to implement a modern Tax Administration IT System. Currently undertaking the gap analysis of the existing IT environment.
- Managing a staff of about 1 700 employees.

# PRESIDENT ADMINISTRATION MOLDOVA

**Deputy Secretary General** 

03/2021 - 11/2021

- Responsible for the management of the presidential administration.
- Assisted the President of the Republic of Moldova with the tasks related to its constitutional duties.
- Coordinated the collaboration of the presidential administration with other authorities.

### MICROSOFT IRELAND

**Account Executive** 

01/2020 - 01/2021

- Managed a portfolio of 60 companies from an emerging market.
- Ensured quick adaptation of customers to the new paradigm of working from home due to the pandemic. Facilitated the acceleration of the sales stages to minimize the impact of the pandemic on the clients' business.
- Built relationships with more than 40 new customers during a pandemic year and improved the financial indicators above the planned level.

### MINISTRY OF FINANCE MOLDOVA

**Chief of Staff** 

08/2019 - 11/2019

- Responsible for the ministry's recurrent activities.
- Coordinated the tasks related to high profile criminal files.
- Consolidated ministry's staff delegating activities and setting accountability standards for people managers.

#### ERICSSON MOLDOVA

**Account Manager** 

03/2012 - 03/2018

• Responsible for selling Ericsson's full portfolio of hardware, software and solutions (Radio, Transmission, Core, BSS/OSS, professional services) to Telco and IT companies. Deals included **recurrent & new business**,

- upselling and cross selling as direct sales and RFPs. Sales cycles ranged from 2 to 18 months based on interactions and negotiation with procurement, technical, finance and board of decision makers.
- Responsible for End to End customer satisfaction during presales, sales, equipment and solutions delivery and implementation up to invoicing and reporting. Interacted with CPOs, CFOs, CTOs on a permanent basis. Was in the escalation flow for Service Level Agreements and KPIs.
- Overall Performance: generated year over year sales growth the largest being 20% due to technological shift; improved cash flow by decreasing the order to cash time with about 50%; improved equipment orders and delivery time; improved customer satisfaction index.

### MINISTRY OF FINANCE MOLDOVA

#### **Head of Budget Preparation**

08/ 2008 - 02/2012

- Responsible for annual budget preparation and multiyear forecasting including the drafting of budgetary legislation and methodology.
- During this period, a complex information system for public finances was put in place. I participated during all stages starting with vendors prescreening, preparation of the technical and business requirements, vendors selection and agreement negotiation and beginning of the implementation. Contributed to the digitalization of several budgeting cycles and processes based on in house applications.
- Raised the focus for people training & development as well as teamwork. I dedicated time and attention to building and maintaining the relations with foreign partners including peer Ministries from other countries, IMF, WB, EU institutions as well as private companies.

# BUDAPEST ECONOMICS HUNGARY

Fixed Income & Macroeconomist Assistant 11/2005 – 06/2006

 Part time job during the master's studies. Was responsible for databases; produced reports and analysis for investment proposals; analyzed budgetary and financial data; studied fixed income financial papers of the emerging countries.

## MINISTRY OF FINANCE MOLDOVA

**Junior to Senior Economist** 

08/2004 - 08/2008

• An entry-level civil servant job performing recurrent activities. During 2005-2007 I took academic leave to pursue post graduate studies.

#### **EDUCATION AND TRAINING**

2006-2007 M.A. International Trade & European Integration

University of Antwerpen, Belgium

**2000-2004** B.Sc. – Economics & Finance

Languages Native Romanian, fluent in English, Russian & French