



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**

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**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