

Technophile. Data wizard.

PROFESSIONAL EXPERIENCE

Business Planning Manager T1

2020 - Present

HP Inc.
Luxembourg

- Subject Matter Expert delivering clear and predictable quarterly Supplies Sales expectations
- Building and maintaining a robust relationship with country sales managers and category teams
- Trusted advisor for EMEA sales management.

Business Planning Manager T2

2019 - 2020

HP Inc.
Romania

- Played a key role on the forecasting process and engagement with the countries
- Ongoing analysis and tracking of country sales target actuals vs forecast, quota & flash performance by automating many feeder components of the BRM process, including the waterfalls which lead to improved reporting accuracy and supported decision-making processes

Founder

2018 - 2019

Coinverta.com
Bucharest, Romania

- Established the foundations of Coinverta, a global online brokerage platform, designed to Buy and Sell digital currencies

EMEA Lead - Global Business Intelligence

2017 - 2018

HP Inc.
Bucharest, Romania

- EMEA Project Lead
- Full overhaul of the global HP data ecosystem
- Consulted on the front / back-end design and architecture
- Defined, performed and lead various testing stages
- Project Ambassador / Business and Development liaison / Trainer

PM - Global Channel Data

2016 - 2017

HP Inc.
Bucharest, Romania

- Guided the Channel Data redesign process during the separation of HP Inc & Hewlett Packard Enterprise

SME - EMEA Channel Data

2013 - 2016

HP Inc.
Bucharest, Romania

- Enhanced the efficiency of the Data Collection process by designing complex internal and external tools and guidelines that optimized the data collection and processing flow

Data Specialist - Data Collection

2012 - 2013

HP Inc.
Bucharest, Romania

- Ensured all information is collected as per HP's Data Quality and Audit requirements (customer facing role)

License Contract Specialist

2011 - 2012

Oracle
Bucharest, Romania

- Pioneered high value Agreements contracts by understanding and applying current business practices, pricing and revenue recognition policies, risk management, sales compensation guidelines
- Insourced activity from multiple EMEA local offices

License Assignment Specialist

2008 - 2011

Oracle
Bucharest, Romania

- Contracts drafting, internal and external research, sales and support sales guidance

- Central buffer between different departments like sales, order admin, revenue recognition, finance, legal and business practices

Regional Manager

2004 - 2006

1-2-1 Marketing
Deva, Romania

- Company expansion while maintaining 3rd party relationships
- Employee payrolls; accounting, provisions, activity reporting
- Improving the productivity of the regional office

Team Leader

2004

1-2-1 Marketing
Deva, Romania

- Coordinating a team of approximately 10-12 promoters
- New hire interviews
- Assisted / substituted the Regional Manager

Promoter

2004

1-2-1 Marketing
Deva, Romania

- Drop-Mail and Field-Marketing material distribution

EDUCATION

Universitatea Politehnica Timisoara

2002 - 2008

BS in Financial Engineering

Colegiul National Decebal

1998 - 2002

Computer Science

SKILLS & EXPERTISE

- Data Science
- Creative Problem Solving
- Persistent & Thorough
- Polymath
- Visionary Leadership

LANGUAGES

Native in

- English
- Romanian
- Hungarian

Novice in

- German