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| Curriculum vitae Europass  |  |
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| Personal Information |  |
| Surname/First Name | NICULAE DAN |
| Address |  Pitesti, Arges county |
| Telephone |  |  |  |
| E-mail | dan.niculae@transilvaniabroker.ro |
| Nationality | Romanian |
| Date of birth |  1976 |
| Gender | Male |
| Professional Experience |  |
|  **Time Period**Occupied PositionMain activities and responsibilities Name and address of the employerType or sector of activity **Time Period**Occupied PositionMain activities and responsibilities  |

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| **June 2017 – present** **General Director / President of A.C.** |
| Exercises the organising, leadership and current management duties of the Company, ensuring the completion of the tasks established by the Administration Council; Ensures the executive management at the broker level, with regards to the legal provisions specific to insurance intermediaries**Soc. TRANSILVANIA BROKER DE ASIGURARE S.A.** Str. Zorilor , nr. 5, Bistrita, jud. Bistrita-Nasaud* Insurance Intermediation
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**March 2012 – present** **February 2010 - December 2011**  **Sales Director (and Company Associate)** * The establishment of the agent network in the southern region of Romania;
* The building and maintenance of the relationship with insurers;
* The supervision and control of the agent network;
* The management of the corporate insurance portfolio;
* The monthly evaluation of the sales teams’ activity;
* Analysis and reporting activities towards official institutions and panels, as well as towards the

insurers;  |
| Name and address of the employer Type or sector of activity  | **Soc. TRANSILVANIA BROKER DE ASIGURARE S.R.L** Str. Zorilor , nr. 5, Bistrita, jud. Bistrita-Nasaud* Insurance Intermediation
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| **Time Period**Occupied PositionMain activities and responsibilities   Name and address of the employer  Type or sector of activity**Time Period**Occupied PositionMain activities and responsibilities   Name and address of the employer   Type or sector of activity  **Time Period**Occupied PositionMain activities and responsibilities   Name and address of the employer  Type or sector of activity **Time Period**Occupied PositionMain activities and responsibilities   Name and address of the employer   Type or sector of activity **Time Period**Occupied PositionMain activities and responsibilities  Name and address of the employer   Type or sector of activity   **Time Period**Occupied PositionMain activities and responsibilities  Name and address of the employer  Type or sector of activity **Time Period**Occupied PositionMain activities and responsibilities  Name and address of the employer  Type or sector of activity   **Time** **Period**Occupied PositionMain activities and responsibilities  Name and address of the employer  Type or sector of activity  **Time Period**Occupied PositionMain activities and responsibilities  Name and address of the employer  Type or sector of activity  **Time Period**Occupied PositionMain activities and responsibilities  Name and address of the employer  Type or sector of activity  **Education and Training** |  **December 2008 – January 2010**  **Marketing Director** * The establishment of the sales agent network for private pensions and other

banking products in the Arges/Dambovita area;* The building of a client portfolio for insurance and other banking products;
* The implementation of the company’s sales strategy in order to obtain the best outcomes;
* Negotiation abilities and technical expertise;
* Direct collaboration with physical and legal entities;
* Continuous communication with physical and legal entities;

**OTP BROKER DE INTERMEDIERI FINANCIARE ( ex OTP BROKER DE PENSII PRIVATE SRL)** B-dul Dacia ,Nr. 83 , Bucuresti , Sector 2* Activities auxiliary to financial intermediation, exclusive insurance activities and pension funds

**August 2007 - February 2008**  **Branch Manager*** The establishment of the sales agent network for private pensions and other

banking products in the Arges/Dambovita area;* The building of a client portfolio for insurance and other banking products;
* The implementation of the company’s sales strategy in order to obtain the best outcomes;
* Negotiation abilities and technical expertise;
* Direct collaboration with physical and legal entities;
* Continuous communication with physical and legal entities;

**OTP BROKER DE PENSII PRIVATE SRL** B-dul Dacia ,Nr. 83 , Bucuresti , Sector 2* Activities auxiliary to financial intermediation, exclusive insurance activities and pension funds

**June 2007 - July 2007**  **Branch Manager*** The establishment of the sales agent network for private pensions and other

banking products in the Arges/Dambovita area;* The building of a client portfolio for insurance and other banking products;
* The implementation of the company’s sales strategy in order to obtain the best outcomes;
* Negotiation abilities and technical expertise;
* Direct collaboration with physical and legal entities;
* Continuous communication with physical and legal entities;

**OTP BANK ROMANIA SA**  B-dul Dacia, Nr. 83 , Bucuresti , Sector 2* Activities auxiliary to financial intermediation, exclusive insurance activities and pension funds

**October 2006 – June 2007****Head of Business Unit** * The supervision and coordination of the distribution team for FTI and Gallaher products,

as well as SIM cards and POSs for mobile services;* The implementation of a sales strategy in order to obtain optimal results;
* The leadership and motivation of the sales team along with monitoring the results;
* The monthly evaluation of the activity of sales agents and supervisors;
* The establishment of new contracts with potential clients in order to continuously develop the

business**.** **Soc.Pamimai Distribution SRL**Strada Monetariei , Nr. 6 , Sc. B , Et. 1 , Ap.5 , Sector 1 , Bucuresti* National distribution activity

**August 2006 – October 2006****Chief of Sales Services** -**Soc Standard Commercial Services SRL, Bucuresti** Strada Monetariei , Nr. 6 , Sc. B , Et. 1 , Ap.5 , Sector 1 , Bucuresti* National distribution activity

 **February 2005- July 2006** **Chief of Sales Services*** The supervision and coordination of the Pitesti branch;
* Stock Management;
* The implementation of the company’s sales strategy for achieving the optimal results;
* The development of the producer-client relationship, with an emphasis on important clients;
* The monthly evaluation of the activity of sales agents and supervisors;

**Soc. Standard Nutricia SRL , later changed in Soc. STANDARD SNACKS SRL**B-dul Nicolae Balcescu , Nr. 48 , Pitesti , Arges * The manufacturing and distribution activity of food products;

 **November 2003 – February 2004 – Chief of Department** **March 2004 - September 2004 – Sales Manager****-****FELVIO DISTRIBUTION SRL, Craiova** Calea Grivitei nr. 6, Sector 1, Bucuresti  The distribution of stationery, office supplies and promotional materials;**July 2003 – October 2003** **Sales Manager** **-** **Soc. Valentina SRL, Rm. Valcea** The manufacturing and distribution activity of food products;**October 2002 – June 2003** **Sales Manager** **-** **Soc. Senic Com SRL,Craiova** The manufacturing and distribution activity of food products;**November 1998 – October 2000 – Economist** **October 2000- April 2001- Assistant** **Mai 2001 – August 2001- Economist**  **-** **Soc. Automobile Dacia SA, Colibasi**  Auto Industry |
| **Time Period**Type of qualification/diploma obtained |

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| **May 2016** |
| **Graduation Certificate**  |
| **PPC for the executive manager of insurance and/or reinsurance brokers** |
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|  Field Studied / Occupational Aptitudes  |  **Insurance**  |
|  Name and type of the educational institution and of the professional organisation which granted the training | Institute of Financial Studies (ISF), Bucharest (NGO) |
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| **Time Period**Name and type of educational institution | **1994 – 1998** The Academy of Economic Studies, Bucharest**Faculty of Commerce** |
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|  Type of qualification/degree obtainedNative Language(s)Known Foreign Language(s) | **Bachelor’s Degree** Romanian English  |
| Self-evaluationEuropean Level (\*)   |  | Understanding | Speaking | Writing |
|  |  | ListeningA1-Elementary User | ReadingA1-Elementary User | Partaking in conversationA1-Elementary User  | Oral DiscourseA1-Elementary User | Written LanguageA1-Elementary User |
| Social Competences and Abilities |  |  |  |  |  |  |  |  |  |  |  |
|  | * Well developed communication, adaptation and integration in varying environments skills;
* Mediating abilities and a good team spirit developed through projects;
* Supervising abilities, capable of delegating and motivating groups as a whole or on an individual level;
* Adaptability, analysis and synthesis capacity, capacity to predict unforeseen circumstances;
* Good strategist, entrepreneurial spirit, proactive, charismatic, global thinking;
* A good understanding and evaluation of global economic and political phenomena;
* Good interpersonal skills with people of all social categories;
* Negotiation abilities and technical expertise;
* Capacity to work directly with individuals and to constantly communicate with beneficiaries;
* Punctuality, the capacity of decision-making under pressure and to manage deadlines;
* Capacity to analyse tasks and responsibilities;
* Capacity to evaluate the professional skills of existent and potential partners;
* Analytical Thinking
* Teamwork;
* Constantly evaluating and improving the activity;
* Supervision of teamwork, quality control.
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| Organisational competences and aptitudes |  |
|  | The capacity to manage and uphold the team spirit; |
| Competences and aptitudes of operating a computer |  |
|  | Ability to operate a PC: Microsoft Excel; Microsoft Access; Microsoft Word; Microsoft Outlook; Wiz Count; Windows 10/8/7/XP/2000/NT/98/95 |
| Driver’s Licence(s) |  |
|  | B Category (1995) |
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