|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  | | | | | | | | | | | | | | |
|  |
| Curriculum vitae  Europass | |  | | | | | | | | | | | | | | |
|  | |  | | | | | | | | | | | | | | |
| 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 Position  Main activities and responsibilities      Name and address of the employer    Type or sector of activity    **Time Period**  Occupied Position  Main activities and responsibilities | | |  | | --- | | **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 |     **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 | | | | | | | | | | | | | | |
| **Time Period**  Occupied Position  Main activities and responsibilities    Name and address of the employer  Type or sector of activity  **Time Period**  Occupied Position  Main activities and responsibilities    Name and address of the employer    Type or sector of activity  **Time Period**  Occupied Position  Main activities and responsibilities    Name and address of the employer    Type or sector of activity  **Time Period**  Occupied Position  Main activities and responsibilities    Name and address of the employer      Type or sector of activity  **Time Period**  Occupied Position  Main activities and responsibilities  Name and address of the employer      Type or sector of activity    **Time Period**  Occupied Position  Main activities and responsibilities  Name and address of the employer    Type or sector of activity    **Time Period**  Occupied Position  Main activities and responsibilities  Name and address of the employer    Type or sector of activity    **Time** **Period**  Occupied Position  Main activities and responsibilities  Name and address of the employer    Type or sector of activity  **Time Period**  Occupied Position  Main activities and responsibilities  Name and address of the employer    Type or sector of activity  **Time Period**  Occupied Position  Main 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 | | |  | | --- | |  | | **May 2016** | | **Graduation Certificate** | | **PPC for the executive manager of insurance and/or reinsurance brokers** | |  | | | | | | | | | | | | | | | |
|  | |  | | | | | | | | | | | | | | |
| 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) | | | | | | | | | | | | | | |
|  | |  | | | | | | | | | | | | | | |
| **Time Period**  Name and type of educational institution | | **1994 – 1998**  The Academy of Economic Studies, Bucharest  **Faculty of Commerce** | | | | | | | | | | | | | | |
|  | |  | | | | | | | | | | | | | | |
| Type of qualification/degree obtained  Native Language(s)  Known Foreign Language(s) | | **Bachelor’s Degree**  Romanian  English | | | | | | | | | | | | | | |
| Self-evaluation  European Level (\*) | |  | Understanding | | | | | Speaking | | | | | Writing | | |
|  | |  | Listening  A1-  Elementary User | | Reading  A1-  Elementary User | | | Partaking in conversation  A1-  Elementary User | | Oral Discourse  A1-  Elementary User | | | Written Language  A1-  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. | | | | | | | | | | | | |
| 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) | | | | | | | | | | | | |
|  | |  | | | | | | | | | | | | |
|  | |  | | | | | | | | | | | | |