

Curriculum vitae

Personal information

Last name/ First name **POPOVICI NICOLAE CRISTIAN**

Address

Phone

E-mail

Nationality

Date of Birth

Marital status

Professional experience

SC SMART SA

Period

2016 - 2019

Job or position held

Program Specialist
Coordination of investment programs

Main responsibilities and activities

2019-present day
Branch Manager

Professional experience

THE INTERNATIONAL AIRPORT S.N. TIMISOARA TRIAN VUIA S.A.

Period

2014 - 2016

Job or position held

Coordinator of the development and investment department

Main responsibilities and activities

Coordination of the department's activity

Professional experience

SC QUARK MOTORS

Period

01.11.2011- 2014

Job or position held

Coordinator of the sales department

Main responsibilities and activities

Development of the sales activity

Professional experience

SC CRIS & CROS SRL

Period

2009 - 2011

Job or position held

General Manager

Main responsibilities and activities

Coordination of the company

Professional experience

Culture House of the Students - Timisoara

Period

01.05.2008- 2009

Job or position held

General Manager

Main responsibilities and activities

- Coordination of the institution

Type of activity or field of activity

Subordinated to the Ministry of Youth and Sports

Professional experience

SC. AUTOGLOBUS 2000

Period

01.06.2007- 30.04.2009

Job or position held

Sales Counselor

Main responsibilities and activities

- Analyzing the client portfolio and exchanging information about them
- Drawing up and transmitting documents, client counseling
- Prompt, correct and complete provision of all the information requested by the clients
- Participation in the information on various topics organized after the end of the work program
- Maintaining a close relationship with the clients
- Outstanding professional achievements within the company: (sales, relationship with customers and colleagues, promotion of specialization courses, etc.)

Professional experience

SC. ARABESQUE

Period

01.04.2006 - 30.05.2007

Job or position held

Sales Counselor

Main responsibilities and activities

- Selling the products and services of the company, contacting clients in the portfolio
- Coordination of area agents
- Tracking the increase in turnover for existing customers, as well as making payments upon maturity
- Customer loyalty ensuring through the quality of the offered products

Education and Training

Name and type of the learning institution / training supplier

Tibiscus University, Faculty of Law
Timisoara, Romania.

Period

01.10.2001- 30.06.2005

Qualification / degree obtained

BA degree

Main studied subjects / acquired professional competences

Law

Name and type of the learning institution / training supplier

Emil Ungureanu High-school
Timisoara, Romania.

Period

15.09.1992- 30.06.1996

Qualification / degree obtained

Baccalaureate Diploma

Personal skills and competences

Native language

Romanian

Foreign languages known

French, Italian, English,

Self evaluation <i>European level (*)</i>	Understanding		Speaking		Writing
	Listening	Reading	Conversation	Oral speech	Written expression
French	A	ADVANCED	ADVANCED	ADVANCED	ADVANCED
Italian	M	MEDIUM	MEDIUM	ADVANCED	MEDIUM
English	I	BEGINNER	BEGINNER	BEGINNER	BEGINNER

Social skills and competences

Team spirit, promptness, seriousness.
Perseverance, flexibility, self-improvement, creativity
Client orientation.

Organizational skills and competences

Positive experiences in direct contact with potential customers. Simultaneous carrying out of several tasks.
Management and loyalty ensuring of the client portfolio.

Computer literacy

Good knowledge of the Microsoft Office instruments (Word, Excel, Outlook).
Use of internet.

Driving license

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