

Marius PERSINARU (Mr.)

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Educație

2010, ChannelCorp, Canada/ UK - Channel Excellence
2006, Center for Creative Leadership, Greensboro, NC, USA, - VP Development Programme
2000, Xerox Executive Center, UK, - Executive Foundation Programme
1997, de Baak Management Centrum, The Netherlands, - Strategic Management
1988, 5 years, University POLYTECHNICAL Institute, Bucharest, Dipl. Eng. Hydroenergetics

Certificări relevante

2020, European Leadership Institute, YPO Europe, Master in Virtual Leadership
2006, George Group, The Netherlands, Lean Six Sigma Green Belt & Sponsor

Experiență

Schneider Electric Romania

Private for Profit French multinational Energy management solutions 80 M euro, 300+ employees

Country President Romania & Rep. Moldova

02/2016 - 01/2020

Departament: General management, Subordonat lui: Regional President CEE, Ierarhie: CEO, Subordonați: 10
Misiunea jobului: Legal Administrator Full P&L Team leadership

Principalele activități:

Design & implement new country sales strategy, Customer and Channel oriented.

Profitable business growth. Secured business growth and profitability improvement during change.

Lead and develop local teams. Increased motivation during restructuring and reorganizing the management team. Organizational Culture change program started and running.

Xerox Hungary, Czech, Slovak

Private for profit Global multinational Information Technology 70 M euro, 250 + employees

Country General Manager

10/2013 - 12/2015

Departament: General management, Subordonat lui: General Manager, CEE, Ierarhie: CEO, Subordonați: 8

Misiunea jobului: Legal Administrator Full P&L Team leadership

Principalele activități:

Crisis management. Stabilize the organizations after major management changes in all countries.

Returned businesses to profitable growth.

Limiting attrition and ensured motivation.

Xerox CEE, Israel & Turkey

Private for profit Global multinational Information Technology 400 M Euro, 1,200 employees

Chief Comercial Officer, GM Technology & Services

01/2012 - 12/2014

Departament: Commercial, Subordonat lui: General Manager, CEE, Ierarhie: CEO-1, Subordonați: 7

Misiunea jobului: Define and drive company's commercial strategy in the region. The territory covered, CEE (Bularia, Romania, Hungary, Poland, Czech & Slovak, Turkey, Israel)

Principalele activități:

Design & Implement new Channel strategy.

Deploy aligned sales skills and process.

Monitor sales performance, identify growth opportunities and work with local teams for increased performance

Xerox Developing Markets

Private for profit Global multinational Information Technology 1,200 M Euro, 5,100 employees

VP, Channels & Operations

07/2009 - 01/2012

Departament: Operations, Subordonat lui: COO, Developing Markets, Ierarhie: CEO-2, Subordonați: 12
Misiunea jobului: Ensure Sales operations growth & effectiveness Ensure strategic Alignment across territories The territory covers Central and South Americas, Africa, Central and South East Europe, Russia & CIS, India & Middle East

Principalele activități:

Indirect Channels Business strategy deployment & alignment

Operations delivery and performance

Identify needs and allocate resources

Xerox Romania & Rep. Moldova

Private for profit Global multinational Information Technology 60 M USD, 150 employees

Country General Manager

09/2004 - 10/2009

Departament: General management, Subordonat lui: General Manager, Eurasia, Ierarhie: CEO, Subordonați: 7
Misiunea jobului: Legal Administrator Full P&L Team leadership

Principalele activități:

Lead the team and ensure motivation. Reduce attrition from 25% /year to 4%

Ensure profitable business growth- from 30 to 60 M USD

Implemented Organizational Culture change & Customer Experience programs

Operations Manager

09/1997 - 09/2004

Departament: Post Sales, Subordonat lui: General Manager Romania, Ierarhie: CEO-1, Subordonați: 5
Misiunea jobului: Post sales business, service, supplies sales, logistics

Principalele activități:

Design and implement business processes.

Implement business P&L

Motivate 60+ team

Arexim Logistic SRL

Private for profit Romanian enterprise Delivering logistic services for Arexim Group of companies 3 M euro, 70 employees

Managing Director

04/1991 - 09/1997

Departament: General management, Subordonat lui: Arexim SA Board, Ierarhie: CEO, Subordonați: 12
Misiunea jobului: Implement & manage logistics processes for the group

Energomontaj SA

State company for profit Energy management, Hydroelectric Power Stations

Engineer

09/1988 - 04/1991

Subordonat lui: Regional Manager, Ierarhie: Middle-management, Subordonați: 5

Misiunea jobului: Hydro electric power plant erection works

Principalele activități:

Lead the team responsible for the works in 3 locations/ Olt river

Anexe CV

Realizări notabile

Business Leader of the Year

Data și durata: 2009

Organizația: Business Review Romania

Manager of the year

Data și durata: 2010

Organizația: Club IT&C

American Chamber of Commerce in Romania

Data și durata: 2008-2009; 2018-2019

Organizația: AmCham

Postul și rolul: Board member

Descriere: Labour committee Chair; Energy Committe Chair

Expunere internațională

Când? Unde?: 20015, 1 year, Budapest, Hungary

Descriere: Crisis management and business recovery for Xerox local operation

Când? Unde?: 2014, 1 year, Prague, Czech Rep.

Descriere: Crisis management and business recovery for local Xerox operation

Când? Unde?: 2010, 4 years, Expat in UK

Descriere: various HQ roles for Xerox Developing Markets 2010 India operations restructuring, Boston Consulting Group project 2011 Channel strategy design & deployment in Latin Americas 2012-2013, design and implement new commercial strategy in Central Europe operations for Xerox