

LUIZA POPESCU

ROMANIA

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PROFESSIONAL EXPERIENCE

**ELCEN BUCURESTI, ROMANIA**

**PRESENT**

**Specialist Principal Engineer - PM**

- ◆ PM for Combined Cycle Automation Update for CTE Bucuresti Vest;

**EMERSON FZE, DUBAI, UNITED ARAB EMIRATES**

**201- END OF 2018**

**Regional Sales Manager & Business Development Manager - *Fisher Flow Control Valves***

- ◆ Business Development for Oil & Gas and Power Energy Sector;
- ◆ Direct Sales for Customers and Distribution Channels: Local Business Partners in North Africa
- ◆ Increased budget with 52.6% in FY18, for customers within North Africa
- ◆ Arranged agreements with EPCs, subcontractors and end users.
- ◆ Monthly POR; CRM Reporting;
- ◆ Formulated sales policies, practices and procedures
- ◆ Major Projects: AL RAR Sonatrach Project achievement - secured 4 mil USD FC Contract
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**Applications Manager Manager - *Fisher Flow Control Valves***

- ◆ Applications Manager NW Africa, Fisher Control Valves - managing a team of 7 engineers
- ◆ Established Performance Goals for each member of engineering team
- ◆ Coaching and developing the applications engineers in PMP
- ◆ Continuously motivated and inspired sales and inside sales engineers to focus on company's goals
- ◆ Provided technical support for severe service applications in Oil and Gas, Power projects of control valves applications; Monitored the schedule deliveries for contracts

**WESCO — Abu Dhabi, United Arab Emirates/ WEIR ENGINEERING SERVICES**

**2011– 2014**

**Sales Manager Middle East - *Weir Power and Industrial***

- ◆ Business Development for Service and After Market Oil & Gas and Power Energy Sector;
- ◆ Pre-Qualification for ADNOC group of companies and ADWEA in Abu Dhabi
- ◆ Sales Strategy developed for new territory for growing the business of Weir UK & Middle East
- ◆ Participation to international tender projects for Service and After Market, as well for new equipment: valves, pumps, steam & gas turbines, compressors overhauling and Services in Middle East Area.
- ◆ Explored new business opportunities with existing and prospective customers as EMAL
- ◆ Negotiated Sales Prices and discounts in consultation with engineering and estimation department
- ◆ Achieved targets in products and solutions for services in turbo machinery overhauling
- ◆ Major projects: Compressors overhauling for ADMA-OPCO - secured 4 mil USD Contract for Services

**JOHNSON CONTROLS — Abu Dhabi, United Arab Emirates**

**2010 – 2011**

**Client Manager Abu Dhabi - Johnson Controls, Inc.**

- ◆ Business Development for Key Account Customers: ALDAR ; AL FUTTAIM.
- ◆ Business Development for Consultants, Contractors and Integrators, EPC;
- ◆ Coordinated daily reports for Key Account Customers's Projects and Tenders
- ◆ Prepared and delivered customer presentations
- ◆ Major Projects of Abu Dhabi Branch: New York University on Saadiyat Island - Secured 2 mil USD Contract for AHU

**IMI INTERNATIONAL -NORGREN & CCI — Bucharest, Romania**

**2008 - 2010**

**Area Sales Manager and Key Account Manager for Process Industry**

- ◆ Business Development & Sales Manager for Oil & Gas and Power Energy Sector
- ◆ Manager for Sales Engineers team including Bulgaria and Romania
- ◆ Built relationship with Key Account Customers and Contractors in Energy Sector for Romanian market
- ◆ Updated market and business intelligence
- ◆ Major Projects for CCI Control Valves: LP-Bypass Turbine for CET Rovinari - Secured 2 mil USD Contract

**EMERSON PROCESS MANAGEMENT AG — Bucharest, Romania**

**1997 – 2007**

**Group Leader Inside Sales and Trade Compliance Manager**

- ◆ Manager for inside sales team of engineers; responsible to achieve targets by insuring the quotations quality for Instrumentation and Fisher Control Valves
- ◆ Provided KPI reports to Country Manager on performance and work load
- ◆ Improved collaboration with internal customers: Factories in Europe and USA, Order Administration offices and Sales Managers
- ◆ Provided technical training for Rosemount Transmitters, Vortex and Micro Motion flow meters, Fisher control valves for engineering team of inside sales
- ◆ Continuously coaching and technical training provided to engineering team
- ◆ Delivered technical presentations to customers during Fairs
- ◆ Improved RDSL/ PDSL to 90%
- ◆ **Trade Compliance Manager – Reporting to Country Manager and to Trade Compliance Director Emerson Europe**

**EDUCATION AND TRAINING: Master Degree - FACULTY OF ENERGETICS; POLYTECHNICS INSTITUTE OF BUCHAREST**

**COURSES & TRAINING:**

- ◆ Fisher Valves Sizing Seminar – Switzerland (1999)
- ◆ Vortex Seminar – Holland (2000)
- ◆ Pressure Regulators Seminar – Czech Republic (2001)
- ◆ Introduction to Marketing – Ontario, Canada (2001)
- ◆ FIELDVUE Performance Differentiation – France (2002)
- ◆ Leadership Training – Switzerland (2007)
- ◆ Structured Persuasive Selling & Negotiation Training - Denmark (2008)
- ◆ The 7 Habits of Highly Effective People - Bucharest (2008)
- ◆ Customer Focused Leadership – UK (2009)
- ◆ Helping Others Succeed - UK (2009)
- ◆ Leading at Emerson - UAE (2016)

**Driving License**

**Languages: English – Fluent; French, Spanish – Understanding;**