

PERSONAL INFORMATION

Adrian Goicea



POSITION

Supervisory Board Member – National Power Grid Company Transelectrica S.A.

WORK EXPERIENCE

(12.2006 - present)	Director
	Goicea Consulting SRL, Calea Victoriei no. 155, Bl. D1, Entrance 3, 6 th floor, Ap. 90, Bucharest 1 010073
	<ul style="list-style-type: none"> ▪ Energy consulting, focusing on renewable energy.
	Business or sector Consulting
(09.2009 – 08.2014)	Country Manager for Romania
	Iberdrola Renovables Romania S.A., Polonă Street no. 95-99, 3 rd floor, Bucharest 1
	<ul style="list-style-type: none"> ▪ Management of Iberdrola Renewable’s massive project (1200 MW) in Dobrogea for which the contract regarding the connection to the power grid (600 MW) was concluded and the Technical Connection endorsement was obtained for another 600 MW in Tariverde substation, being brought to the `ready for construction` stage; ▪ Management of the wind farm construction in Mihai Viteazu, Constanța county, with a capacity of 80 MW; ▪ Managing all the problems that have arisen in the relations with the multitude of authorities and entities that are involved in such a great project (government, ministries, local authorities, National Power Grid Company Transelectrica S.A., ANRE etc.); ▪ Taking part in negotiations held with CEZ, project developers and other project participants; ▪ Presenting and supporting Iberdrola Renovables’s views in the Commission for industry and services of the Chamber of Deputies, at ANRE, in the media, as well as in various conferences and symposiums on energy issues.
	Business or sector Management and Consulting
(06.2006 – 03.2009)	Country Manager for Romania
	UPC Wind Energy LLC, Unirii Blvd. no. 10, Bl. 7B, Entrance 2, 1 st floor, Ap. 25, Office 103, Bucharest 4
	<ul style="list-style-type: none"> ▪ Development of projects for investments in wind energy in Romania ▪ Taking part in the negotiations with the great banks (Deutsche Bank, Marfin Bank) to finance wind projects
	Business or sector Management and Consulting
(09.2004 – 05.2006)	Director General
	Hidrotec S.A., Ion Câmpineanu Street no. 11C, 2 nd floor, Bucharest 1
	<ul style="list-style-type: none"> ▪ Development of projects in the field of renewable energy resources (wind, micro-hydro); ▪ Managing the project to expand the storage capacity of Nadeș-Prod-Seleuș underground gas storage center from 50 mil. mc to 300 mil. mc.

	Business or sector Management and Consulting
(08.2003 – 08.2004)	Power Resources Director
	ALRO S.A., Opera Center, Costache Negri Street no. 1-5, 5 th floor, Bucharest 5
	<ul style="list-style-type: none"> ▪ Responsible for the development of ALRO's energy strategy, meant to ensure a safe and constant supply of electricity and natural gas, and in a competitive environment; ▪ Complex negotiations with the Ministry of Economy and Commerce, Hidroelectrica S.A., ANRE and other responsible entities, in order to achieve the set goals.
	Business or sector Management
(05.2001 – 05.2003)	Director General
	<ul style="list-style-type: none"> ▪ Promoting OPCOM within the international associations of stock exchanges and energy market operators, APEX (worldwide) and EUROPEX (at European level) and raising the prestige of OPCOM in order to become one of the most appreciated entities in the field; ▪ Implementing the computerised electricity trading platform on the wholesale market, financed by a grant offered by the EU; ▪ Scheduling daily production and managing the Day-Ahead Market (DAM); ▪ Coordinating the process of monthly allocation of the revenues collected within the power system and allocating them to all the participants in the process based on a regulated procedure; ▪ Initiating a project of setting up a regional, Balkan power exchange, according to the NordPool Scandinavian model, in which OPCOM plays the role of operator, thanks to the performances and skills acquired and internationally recognised; ▪ Appointing Nordpool as a consultant for the further development of the trading platform and for the implementation of financial derivatives (futures, options etc.); ▪ OPCOM was rewarded two years in a row by the Chamber of Commerce of Romania with the title of best performing company in its class.
	OPCOM S.A., Hristo Botev Blvd. no. 16-18, 2 nd floor, Bucharest 3
	Business or sector Management
(03.1998 – 04.2001)	Director
	<ul style="list-style-type: none"> ▪ Director of Rogeld Invest S.A. - a brokerage agency operating on the Romanian Stock Exchange and on Rasdaq. Position held simultaneously with Sunset Trade Srl, one of the first leasing companies in the country, which reached a turnover of 1.5 million Euros in one year since its establishment.
	Rogeld Invest S.A. and Sunset Trade SRL, Splaiul Unirii no. 18, Bucharest 4
	Business or sector Management
(04.1995 – 03.1998)	Director General
	<ul style="list-style-type: none"> ▪ Romanian-Canadian joint venture, specialised in economic-financial consulting, audit and management services. Republica factories financial-economic audit, liquidations of bankrupt companies.
	Uxten Consult S.A., Parângului Street no. 76, Bucharest 1
	Business or sector Management
(02.1992 – 03.1995)	Partner and manager
	<ul style="list-style-type: none"> ▪ Has developed, under Konica franchise, a national network of Konica units, specialised in developing and copying films.
	Lotus International Trading Co. Ltd., Nicolae Ionescu Street no. 2, Bucharest 1
	Business or sector Management
(10.1985 – 03.1991)	Senior Programmer Analyst
	<ul style="list-style-type: none"> ▪ Responsible for delivering the plans, reports and syntheses provided by the national economy data bank to the higher governing bodies (government, local authorities).
	State Planning Committee, Calea Victoriei no. 152, Bucharest 1
(10.1979 – 09.1985)	Diplomat – Secretary II
	<ul style="list-style-type: none"> ▪ Responsible for the economic and consular problems. Has promoted a project worth \$ 1 million

	regarding the construction, in DPR of Korea, of a weather station with satellite data collection.
	Ministry of Foreign Affairs, Aleea Alexandru no. 31, Bucharest 1
	Business or sector Diplomacy
(07.1977 – 09.1979)	Analyst
	▪ Has contributed, within the project team, to the development of the operating system of the Romanian independent computer – 100.
	The Institute for Computer Technology (Institutul pentru Tehnica de Calcul – ITC – Bucharest), Calea Floreasca no. 167, Bucharest 1
	Business or sector Research

EDUCATION AND TRAINING	
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(09.2007 – 10.2007)	Project Manager
	PIPMM (postgraduate studies)
	▪ Management
(02.2002 – 03.2002)	Energy efficiency specialisation
	Korea Energy Management Corporation – Seul (postgraduate studies)
	▪ Energetics
(11.2001 – 01.2002)	Preparation to apply in Romania the Accounting System aligned to International Accounting Standards
	Ok Service National Training Center (Centrul Național de Instruire Ok Service) (postgraduate studies)
	▪ Accounting
(09.1972 – 06.1977)	Bachelor's Degree in Economic Studies
	Bucharest University of Economic Studies – Faculty of Economic Cybernetics and Statistics (university studies – 5 years)
	▪ Economic Cybernetics and Statistics

PERSONAL SKILLS	
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Mother tongue(s)	Romanian				
Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
French	C1	C1	C1	C1	C1

Communication skills	▪ Good communication skills, willingness to cooperate, adaptability to unforeseen circumstances, presence of mind, spontaneity, staying calm, behavioral balance, quick self-organisation.
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Organisational / managerial skills	▪ Fruitful representation of the organisation in the relations with third parties, good teamwork skills; ▪ Good negotiator (e.g. negotiations between Iberdrola and CEZ concerning Tariverde substation), negotiations with OPCOM's syndicate. Connoisseur of the legal framework on the functioning of state and private institutions.
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Technical skills	▪ Thorough understanding of the power system's operation (generation, transmission, distribution,
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	system services, maintenance).
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Digital skills	▪ Computer operation: Microsoft Office, programming in basic languages, operating system know-how, internet browsing.
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Other skills	▪ Fond of music, literature, arts.
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Driving licence	B, C and E
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ANNEXES	
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