

PERSONAL INFORMATION

Gabriel Andronache



WORK EXPERIENCE

04/2019–to date

Development, Strategy and International Affairs Director
SafeTech Innovations

- administrating and developing the portfolio of domestic and foreign clients and suppliers;
- presenting, promoting and selling products in accordance with the company's standards and commercial policies;
- analysing the competition and identifying their strengths and weaknesses;
- analysing the company's existing products and services in order to increase their quality and diversify them;
- analyzing the prices charged on the market and making sound proposals for changing the prices charged by the company;
- conducting market research in order to identify the market's structure: current customers, potential customers etc.;
- designing strategies to attract new market segments;
- managing statistical data (number of customers, number of contracts, product evaluation) and preparing monthly, quarterly, half-yearly or annual reports on these areas of interest;
- elaborating/implementing programs for measuring customer satisfaction, proposing improvement measures;
- establishing the methods/rules to ensure the necessary goods in accordance with the sales plan;
- establishing and participating in meetings with clients;
- participating in negotiations, drawing up contracts, monitoring their development and completion;
- active participation in the planning and implementation of the sales strategy;
- tracking of sales plan to achieve monthly, quarterly, annually;
- ensuring the quality of pre-sale services;
- negotiating and reconciling conflict situations in customer relations;
- confidentiality of information.

- 01/2019–to date **Advisor – Chairman staff**
EximAsig- CARE Romania
- Creating new products and promoting them;
 - Increasing the number of customers;
 - Sustainable development of the company.
- 02/2018–05/2019 **Advisor – President staff**
National Authority for Property Restitution, Bucharest (Romania)
- Advising the NAPR President on the analysis of restitution files that have a high complexity (legal-economic);
 - Participating in the elaboration of legal acts co-initiated by NAPR (both in terms of content and legislative procedure).
- 05/2018–12/2018 **Advisor - Commercial Office - Bucharest**
OLTCHIM S.A.- Râmnicu Vâlcea (Romania)
- Carrying out market research on the company's products (raw material costs, prices charged by competitors for similar products, analysis of the main players and measures taken by them for business growth, new products requested on the market etc.);
 - Analysing the sale stage of the main packages (action started in October 2017);
 - Regular meetings with the special administrator to improve the company's activity;
 - Identifying new markets for products and identifying the best producers of raw materials (price/quality ratio).
- 07/2017–01/2018 **State Councilor - The working apparatus of the Prime Minister**
Romanian Government, Bucharest (Romania)
- Advising the Prime Minister of Romania in the field of economic expansion and energy
 - Contributing to the activity of the General Secretariat of the Romanian Government in the application of policies in the field of economic expansion and security
 - Participating in representation activities, both in the country and abroad in the fields of economic and energy expansion
- 11/2017–01/2018 **Chairman of the Interministerial Council for State Aid Policy Implementation**
Romanian Government
- 09/2015–07/2017 **Minister-Advisor, Office of Commercial and Economic Promotion, Romanian Embassy in Paris**
Ministry of Business Environment, Trade and Entrepreneurship, Bucharest (Romania)
- Monitoring, evaluating and transmitting to MBETE and other interested institutions information on macroeconomic developments in the country of residence and the

surrounding ones and on the positioning within the EU and relevant international organizations; performing strategic analyzes in the area of responsibility; identifying elements of common economic interest with strategic partners;

- Participating in information meeting (especially briefings/debriefings) on European business topics, mainly in the MBETE'S areas of competence; monitoring and informing MBETE and other interested institutions on developments in the EU (COMPET, EAC - Trade, GEAR or other Council working groups), the WTO and the OECD;
- Representing MBETE at the events within the field of competence of DCE in case the participation within the ministry cannot be ensured, with a mandate initiated by DCE and approved by the MBETE management, according to the relevant legislative framework;
- Supporting the process of updating and completing the legal framework governing bilateral economic relations with the country of residence and the surrounding ones, in compliance with the EU legislative framework;
- Managing relations with relevant authorities and institutions in France (ministries, agencies etc.) and being actively involved in initiating, organizing and conducting negotiations at governmental or ministerial level;
- Carrying out actions to identify foreign partners with financial potential who, together with Romanian economic agents, may participate in the achievement of projects and economic objectives or in the realization of complex export operations on the markets of the countries in the area of responsibility.

02/2014–09/2015 **Minister Staff Director**

Ministry of Economy, Trade and Business Environment (Romania)

- Ensuring the coordination of the Staff and the advising of the minister on the specific activities in the area of responsibility of the ministry; monitoring, analysing and making proposals on the coordination of policies in the field of electricity and gas transmission, in relation to internal, regional and global developments; submitting comments and making proposals regarding regulatory projects in the field of energy and gas; organizing and ensuring the smooth running of the specific activities undertaken by the Staff of the Minister of Economy, Trade and Business Environment;
- Keeps in touch with the managements of the companies in the ministry's portfolio in order to be able to inform the Minister about the resulting issues. Proposes solutions for solving problems that have arisen or that could be generated in case of not taking corrective decisions;
- Preparing the documents to inform the Minister regarding the evolution of the legislation and regulations at the level of the European Union in the field of mining and environmental protection;
- Tracking the endorsement and submission for approval of the documentation in the field under responsibility.

26/09/2017–01.2019 **Supervisory Board member**

Hidroelectrica SA, Bucharest (Romania)

12/2014–09/2015 **Special administrator**

Metrom SA (Romania)

04/2014– 04/2015 **Chairman of the Administration Board**

Cupru Min SA.Abrud (Romania)

03/2014– 03/2015	<p>Supervisory Board member ENEL-Distribution Banat SA (Romania)</p>
05/2014–06/2015	<p>Supervisory Board member National Company for the Control of Boilers, Lifting Installations and Pressure Vessels - (CNCIR) SA</p>
03/2013–03/2014	<p>Supervisory Board member Electrocentrale Bucharest - ELCEN- SA</p>
02/2013– 06/2013	<p>Supervisory Board member Energy Company Electrica SA</p>
2013	<p>Member of the Listing Commission Transgaz, NC Nuclearelectrica, Romgaz (Romania)</p>
01/2013–02/2014	<p>Minister Staff Director Ministry of Energy (Romania)</p> <ul style="list-style-type: none"> ● Ensuring the coordination of the Staff and the advising of the Minister Delegate for Energy, on the specific activities in the area of responsibility of the Department of Energy; monitoring, analyzing and making proposals regarding the coordination of energy policies with internal, regional and global developments; submitting observations and making proposals regarding energy regulation projects; organizing and ensuring the smooth running of the specific activities undertaken by the Staff of the Minister Delegate for Energy; ● Staying in contact with the management of companies in the ministry's portfolio, in order to inform the Minister on economic issues such as: the evolution of fuel stocks during the winter, the achievements and difficulties in expropriation issues, the occurrence of events with significant economic consequences, evolution of efficiency indicators. Proposing solutions for solving problems that have arisen, or that could be generated in case of not taking some correction decisions; ● Preparing the documents to inform the Minister regarding the evolution of the legislation and regulations at the level of the European Union in the field of energy and environmental protection; ● Tracking the endorsement and submission for approval of the documentation in the energy field; ● Active participation in the achievement of IPO and SPV processes for the companies in the portfolio.
03/2010–01/2013	<p>Jurist UPRUC-POL S.A. (Romania)</p>
03/2009–10/2009	<p>Advisor to the Minister Ministry for Small and Medium Enterprises, Trade and Business Environment (Romania)</p>
08/1997–09/2008	<p>Officer Ministry of National Defense (Romania)</p>

EDUCATION AND TRAINING

- 2014–2014 **Security and good governance course**
National Defense College, Bucharest (Romania)

- 1997–1998 **Postgraduate studies in Public Law and Administrative Sciences**
Faculty of Law, University of Bucharest, Bucharest (Romania)

- 1993–1997 **Bachelor's Degree of Law**
Alexandru Ioan Cuza Police Academy, Bucharest, Bucharest (Romania)

PERSONAL SKILLS

Mother tongue(s) Romanian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
French	C1	C1	C1	C1	C1
English	B1	B1	B1	B1	B1

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user
Common European Framework of Reference for Languages

Communication skills

- Excellent interpersonal communication skills, as well as at various hierarchical levels, both within the company/institution and with external partners
- Ability to hold presentations for the general public
- Excellent negotiation skills
- Ability to predict and objectively evaluate
- Good judgement and problem-solving oriented
- Adaptability to crisis situations
- Decision-making and taking responsibility

Organisational/managerial skills

- Planning and organizing, both in the short, medium and long term
- Flexibility in the management of small and large teams
- Inspirational leadership
- Assuming responsibilities and various roles in projects
- Prioritization of projects according to deadlines
- Correct allocation of material, financial and human resources
- Proper time management
- Correct and timely anticipation of risks

Job-related skills

- Profound technical knowledge

- Experience in managing complex projects specific to the energy sector
- Good knowledge of the energy sector and policies in Romania
- Expertise in the Romanian energy market
- Perseverance, calm, responsibility
- Continuous improvement by participating in various trainings, conferences, events
- Stress resistance
- Taking risks

Computer skills

SELF-ASSESSMENT				
Information Processing	Communication	Content creation	Security	Troubleshooting
Proficient user	Proficient user	Independent user	Proficient user	Independent user

Computer skills - Self-assessment grid

Driving licence B