



Ștefăniță MUNTEANU

Citizenship: Romanian

Gender: Male

EXPERIENCE

04/2023 – Present

CNTEE Transelectrica SA, Bucharest

Directorate Chairman

12/2021 – 04/2023

CNTEE Transelectrica SA, Bucharest

Directorate Member

09/2020 – 12/2021

Electrica Furnizare SA, Buzău

Indirect Sales Manager

- Developing and implementing the strategic plan for achieving the sales objectives by creating and coordinating an indirect sales channel;
- Identifying potential partners for the sale of electricity and gas supply services;
- Contributing to the definition of the sales strategy through regional partners and ensuring its implementation;
- Participating in the preparation of studies related to: portfolio of partners, potential customers, demand for services and products, the state of the competitive environment and any other relevant information;
- Aiming to achieve individual and global monthly/quarterly/annual sales targets at regional level.

09/2019 – 09/2020

Electrica Furnizare S.A., Buzău

Deputy Director

03/2019 – 09/2019

Electrica Furnizare S.A., Buzău

Management Consultant

- Carries out actions in order to increase the market share, the gross commercial margin and aims at streamlining the activity on the competitive electricity market;
- Offering customers based on elaborate calculations;
- Determining, centralising and monitoring company-wide performance indicators for eligible electricity customers;
- Participating in the identification, analysis, evaluation, prioritization, control and monitoring of risks at the department level and proposing actions to control

them;

- Ensuring the administration of the distributed patrimony.

02/2018 – 02/2019

Ministry of Waters and Forests, Bucharest

Advisor to the State Secretary

- Carries out actions in order to increase the market share, the gross commercial margin and aims at making efficient the activity on the competitive electricity market;
- Offering customers based on elaborate calculations;
- Determining, centralising and monitoring company-wide performance indicators for eligible electricity customers;
- Participating in the identification, analysis, evaluation, prioritization, control and monitoring of risks at the department level and proposing actions to control them;
- Ensuring the administration of the distributed patrimony.

05/2017 – 01/2018

General Secretariat of Government, Bucharest

Advisor to the Prime Minister

01/2017 – 05/2017

Ministry of Tourism

Deputy General Secretary

- Ensuring the proper functioning of the departments and functional activities within the ministry;
- Leading, organizing, guiding and monitoring the Economic-Financial, Administrative and IT Department;
- Coordinating the distribution of goods under the management of the Ministry of Tourism;
- Fulfilling other attributions established by law or by other legal acts in the field of activity, as well as any other tasks delegated by the Minister of Tourism, in accordance with the legislation in force.

11/2016 – 01/2017

Racovițeni Town Hall, Buzău

Assistant Inspector

- Organizing the receipt and verification of technical documentation on site;
- Keeping clear records of the issued urbanism certificates and building permits;
- Ensuring the annual verification and inventory or whenever necessary of the temporary and permanent constructions;
- Preparing various statistical reports, reports and miscellaneous information and transmits them to those authorized to receive them.

12/2012 – 10/2016

Sisco Trading SRL, Buzău

Economic Director

- Negotiating and being responsible for the correct performance of contracts and agreements concluded with clients in the portfolio;
- Being responsible for the preparation of delivery documents (fiscal invoices in accordance with the agreements concluded with customers), receipts and payments;
- Aiming to permanently attract new customers;
- Aiming to the achievement of the monthly and annual sales plan;
- Periodically preparing synthesis documents (reports and statistics) and presentation materials (estimated budgets);
- Providing technical and commercial assistance to clients and potential clients.

05/2006 – 12/2012

Uno Art Construct SRL, Buzău

Administrator

- Analyzing the market and looking for new customers;
- Managing the portfolio and maintaining the relationship with active clients;
- Centralizing, analyzing and preparing reports on existing situations in the territory (opportunities and problems) and identifying ways to solve them;
- Aiming to the achievement of the sales plan;
- Maintaining permanent connection with the sales team.

05/2005 – 05/2006

Tegola Romania

Sales Director

- Elaborating and proposing the sales plan accompanied by a dynamic policy of continuous growth of the sales volume;
- Aiming to the achievement of the sales plan;
- Weekly analyzing and making decisions regarding customer orders for products/services;
- Participating in the elaboration of strategies and in the organization of promotion campaigns for new products/services;
- Contacting new clients and presenting them with real collaboration proposals;
- Aiming to the collect at the deadlines established by

contracts the amounts owed by customers;

- Always following the activity of the competition.

Skills

Management and leadership

- Coordination;
- Document management, public relations, organization;
- Experience in management;
- Initiative;
- Good management of crisis;
- Stress resistance;
- Ability to synthesize and analyze;
- Strategic thinking, business management; leadership.

Communication and interpersonal relationships

- Public interacting and teamwork skills;
- Ability to investigate, analyze and solve problems;
- Energetic, responsible, organized;
- Persuasion and negotiation skills;
- Ability to adapt, communicate and professional self-development, creativity;
- Self control.

EDUCATION

2002 – 2006, Bucharest

Faculty of Management, Marketing, Romanian – American University
Bachelor's Degree – Economist

1998 - 2002 Buzău

High – School Diploma, Bogdan Petriceicu Hașdeu National College

FOREIGN LANGUAGE

English (C2)

French (B1)

Political and social activities

09/2020 – 09/2024

Buzău County Council

County Counsellor

Volunteering

Initiator of the volunteer project "I believe in Buzău"

DRIVING LICENCE