

# Claudiu Tufan

[REDACTED]

[REDACTED]

Sex - Male

Date of birth [REDACTED]

Nationality - Romanian

Married

Bucharest, Romania

Integer, loyal, flexible, adaptable, ethic.

With respect for colleagues and employees, positive attitude, creative, optimist, committed and open-minded.

Focused on solving problems, optimization, efficiency and finding solutions.

Focused on effectiveness and results. Team player. Proactive.

Hard worker. Performance-oriented.

More than 25 years experience in: Oil and Gas, Hydropower, Cement and Telecom  
with involvement in:

Management, Business Development, Production, Procurement, Logistics, Maintenance.

Engineering, Commissioning and Operation of complex industrial projects and plants.

Marketing and Sales.

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## SKILLS AND COMPETENCES

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- Advanced negotiation skills
  - Strong leadership skills / active listening
  - Superior organization and planning abilities, people management
  - Excellent written and verbal communication skills
  - Proven team player
  - Good technical, economical and business knowledge
  - Sales and marketing
  - Ability to identify the cause of complex problems and to find the best solutions
  - Good supervision and control skills
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## WORK EXPERIENCE

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2002 - present

### General Manager

#### Techwave SRL - Bucharest

EPC contractor specialized in sale, engineering and construction of industrial equipment and fiberglass pipelines networks (2002- present)

Technical and Business Assistance for companies in the industrial field (2010 - present)

- Management and Operation
- Marketing and Sales
- Business Development
- Technical, Business Assistance, Consulting and Supervision
- Developing and strengthening business relationships
- Developing and managing regional partnerships with key players on the market
- Drafting and negotiating of complex commercial contracts
- Negotiating mutually beneficial terms and conditions that yield productive sales driving relationships
- Engineering and construction works support and supervision, optimization of costs and construction time, commissioning and performance tests
- Involve the team in decision making

1999 - 2002

### Field Technician Team Leader/ Field Engineer

#### Newtech Telecom SRL - Bucharest:

EPC company specialized in engineering and construction of access networks for fixed telephony

- Hiring, training and development of an effective and efficient Installation Team
- Optimization of costs and installation time
- Network optimization on existing infrastructure
- Involve the team in decision making when possible
- Installation coordination and supervision
- Customer training

1996 - 1999

### Marketing Assistant

#### Romanian Trade Promotion SA - Bucharest

Company specialized in representing foreign companies on the Romanian Market for industrial products and commodity goods

- Work closely with the sales, operations and specification teams in order to maximize and materialize the sales opportunities
- Preparing technical presentations and product testing



## EDUCATION

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<b>2019 - present</b>	University Politehnica Bucharest Doctoral School of Electrical Engineering - PhD student Electrical Engineering. Thesis: Distorted non-sinusoidal behaviors in nonlinear three-phase circuits
<b>1995 - 2001</b>	University Politehnica Bucharest Diploma Engineer - joint degree in Business Administration and Electrical Engineering - German Branch
<b>1991 - 1995</b>	Mihai Viteazul High School - Bucharest

## PERSONAL SKILLS

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<b>Languages</b>	English - Advanced German - Advanced French - Beginner
<b>Management experience</b>	Yes
<b>Driving license</b>	B Category
<b>Job-related skills</b>	<ul style="list-style-type: none"><li>• Creativity, capacity to take hard decisions, capacity of coordination</li><li>• Negotiating abilities</li><li>• Team spirit</li><li>• Analytical and organizational skills</li><li>• Availability</li><li>• Motivation</li><li>• Continuous learning</li><li>• Active listening and communication</li></ul>
<b>Computer skills</b>	Advanced: Word, Excel, PowerPoint, Databases, Matlab / GNU Octave, LTspice
<b>Hobbies</b>	Computers, Music, Literature, Sport.

