
			
Curriculum vitae Europass			
Personal Information			
First Name(s) / Surname(s)	Nicolaie MARIN		
Address(es)			
Telephone(s)		Mobil:	
Fax(es)			
E-mail			
Nationality			
Date of birth			
Gender			
Professional objective	I opt for a job in the field of chemistry and water treatment / wastewater treatment - environmental engineering - quality control - especially studied during the faculty, to apply and deepen the knowledge gained previously.		
Work experience			
Date	01.09.2022- Present		
Occupation or position held	Chemial Engineer – District Representative Nalco Water		
Name and address of employer	S.C. Ecolab S.R.L.		
Type of business or sector	Ecolab is a global leader in water, hygiene and infection prevention solutions and services that help protect the health of people, the planet and businesses. We offer comprehensive science-based solutions, data-driven information, and leading services to promote food safety, help maintain clean and safe environments, optimize water and energy use, and improve operational efficiency and sustainability for customers around the world.		

Main activities and responsibilities	<ul style="list-style-type: none"> • Generate and execute sales plans in existing customer base and in assigned competitively-held accounts, to meet profit increase goals; • Work closely with current and prospective customers to understand business needs and recommend continuous improvement and innovation plans that will maintain and grow sales; • Develop strong relationships with key stakeholders in current and prospective customers, including plant or facility executives; • Provide technical support to customers; identifying and resolving customer challenges, escalating as required; • Engage in problem solving by performing system analysis, interpreting data and providing written recommendations to ensure customer operations are performing at optimal levels; • Actively sell and support Nalco Water innovations and technology in assigned customers to promote long-term business relationships with Nalco Water;
Date	25.04.2021 – 31.08.2022
Occupation or position held	Process Engineer
Name and address of employer	RER - ECOLOGIC GROUP S.R.L.
Type of business or sector	RER Ecologic is a German-owned group of companies with activities in waste management
Main activities and responsibilities	<ul style="list-style-type: none"> • Prepares proposals to improve water treatment by identifying new technologies for wastewater treatment (leachate, concentrate, reverse osmosis station) and participating in their implementation with the head of the landfill. Prepares test plans, collaborates with external partners and landfill managers to test modern technical solutions; • Implementation together with the landfill manager of new storage gas combustion installations, including electricity and thermal production installations, used in the processes on the platform; • Monitoring the analyzes performed according to the legal provisions and possibly proposing an additional monitoring; • Identify technological recycling solutions for each material and authorized recyclers; • Co-incineration / RDF- incineration technology at cement plants; • Biodigestion / Composting - knowledge of the physico-chemical processes of composting and anaerobic digestion of biodegradable waste and technologies for disposal / recycling of biodegradable waste; • Collaboration with suppliers / clients / educational units.
Date	02.04.2018 – 24.05.2021
Occupation or position held	Chemical Engineer - Sales Manager
Name and address of employer	Elton Corporation SA
Type of business or sector	ELTON Group of Companies, is the leading Company in chemical ingredients distribution market & industrial solutions provider.
Main activities and responsibilities	<ul style="list-style-type: none"> • Ensures the commercial relationship between the company and the customers in the geographic area; • Provide technical support and advice for newly promoted products and for new applications of existing products; • Proposes annually the Sales and Marketing Plan for its sales area, related to the promoted product segment;

	<ul style="list-style-type: none"> • Presents product offer on its segment, identifies customer needs and sales opportunities; • Regularly checks the stock of goods in the warehouse and ensures: the integrity of the packaging, the presence of the labels, the shelf life of the products to be delivered to the customers; • Monitor the schedule of specialized fairs and exhibitions and propose to the General Manager to visit or participate in them; • Follows the media impact of specialized publications among consumers (manufacturers and distributors); • Make on-demand sales reports and market studies requested by external suppliers or the General Manager; • Study the competitive advantages of competition and propose to the General Manager ways to gain market share; • Continuously monitors customer satisfaction with the quality of the goods and services of the company and proposes to the General Manager measures for customer loyalty; • Timely report to the General Manager all issues related to payments, expiry dates, which may attracts customer complaints; • Provide periodically to the Director General relevant information about customers and competing companies in its area and segment of activity and provides data for market research; • Presents product offer on its segment, identifies customer needs and sales opportunities; • Inform customers about price changes and new products promoted; • Forward to the Director General information about the products of the competition (the share of the company's products prices, quantities purchased by customers, quality, etc.); • Continuously improves sales skills and knowledge of promoted products;
Date	02.12.2015 – 09.01.2018
Occupation or position held	Chemical Engineer (Research Engineer in Inorganic Materials Technology)
Name and address of employer	S.C. KEMCRISTAL S.R.L. Muncii Street, no. 51, Fundulea, Romania
Type of business or sector	Produces and sells inorganic coagulants and flocculants for water treatment purposes for the purpose of potable water, treatment for municipal or municipal wastewater treatment (paper industry, food industry, cosmetics industry, petroleum industry).
Main activities and responsibilities	<ul style="list-style-type: none"> •implementation of chemical products on the water treatment and waste water plants; • performing laboratory tests to determine the optimal chemical products used in the plants of treatment / wastewater; •conducting industrial tests to optimize the technological flow; •the presentation of the resulting technical reports to beneficiary, by processing the obtained experimental data; •development of technologies for obtaining the maximum efficiency of a treatment / wastewater plant; •tracking the application of newly developed technologies and making new products used by the beneficiary; •technical assistance to the use of products by customers; •determination of physico- chemical parameters and characteristics of water; •technical advice for the proper operation of water and wastewater treatment processes; •permanent identification of potential customers; •taking the orders; •maintaining a good and close relationship with current clients in the formed portfolio.
Date	02.02.2015 - 09.06.2015

Occupation or position held	Chemical Engineer
Name and address of employer	S.C. Gioiello Import Export SRL Berceni Street, no. 104, Bucuresti, Romania
Main activities and responsibilities	<ul style="list-style-type: none"> • galvanizing and manufacturing of jewelry and similar articles of metals and precious stones; • determining the quality of the coating that depends on surface finishing and working parameters: electrolyte composition, current density, temperature, solution agitation, and electrode motion; • analytical determinations in UV-VIS, FTIR, FIMS.
Date	20.11.2012 – 20.11.2013
Occupation or position held	Chemist Technician
Main activities and responsibilities	<ul style="list-style-type: none"> • determination of surface anionic agents (anionic detergents); • extractable substances in petroleum ether; • mineralization of heavy metals at atmospheric pressure; • atomic absorption of heavy metals (Cd, Fe, Zn, Cu, Ni, Hg); • Biochemical Oxygen Demand - BOD; • Five-Day Biochemical Oxygen Demand - BOD5; • laboratory glassware decontamination.
Name and address of employer	National Institute for Research and Development in Environmental Protection – INCDPM Splaiul Independenței Street, no. 294, Bucuresti, Romania
Type of business or sector	Research organization Conducting fundamental and applied research, technological development, participation in the elaboration of studies, syntheses and prognoses for national programs and national strategies in the field of environmental protection.
Date	04.06.2012 - 03.09.2012
Occupation or position held	Conducting a practice of technological practice
Main activities and responsibilities	<ul style="list-style-type: none"> • determining the physical parameters of drinking water quality • laboratory glassware decontamination
Name and address of employer	S.C. Exploatare Sistem Zonal Prahova S.A. Paltinu Street, no.19, Prahova, Romania
Type of business or sector	It produces drinking water at the Voila treatment plant.
Education and training	
Date	01.10.2019 – Present

Title of qualification awarded	Doctor of Philosophy - Chemical Engineering										
Name and type of organisation providing education and training	Politehnica University of Bucharest, Faculty of Applied Chemistry and Materials Science, Splaiul Independenței Street, no. 313, Bucuresti, Romania										
Date	01.10.2013 – 02.07.2015										
Title of qualification awarded	Master's degree in Analytical Environmental Quality Control and Pollution Techniques										
Name and type of organisation providing education and training	Politehnica University of Bucharest, Faculty of Applied Chemistry and Materials Science, Splaiul Independenței Street, no. 313, Bucuresti, Romania										
Date	01.10. 2009 - 30.06.2013										
Title of qualification awarded	Bachelor's degree - Chemical Engineer in Engineering and Environmental Protection in Chemical and Petrochemical Industry										
Name and type of organisation providing education and training	Politehnica University of Bucharest, Faculty of Applied Chemistry and Materials Science, Splaiul Independenței Street, no. 313, Bucuresti, Romania										
Personal skills and competences											
Mother tongue(s)	Romanian										
Other language(s)	English, French										
Self-assessment	Understanding				Speaking				Writing		
<i>European level (*)</i>	Listening		Reading		Spoken interaction		Spoken production		Written expression		
English	B2	Independent user	B2	Independent user	B1	Independent user	B1	Independent user	B2	Independent user	
French	A2	Independent user	A2	Independent user	A1	Independent user	A1	Independent user	A2	Independent user	
	<i>(*) Common European Framework of Reference for Languages</i>										

Social skills and competences	<ul style="list-style-type: none"> - Honest - Trusted person - Responsible - Respectfully - Flexible - Sociable person
Organisational skills and competences	<ul style="list-style-type: none"> - Teamwork skills - Good communication skills - Experience in resource management - Good problem solving skills - Good decision-making skills - Effective verbal presentation, listening and communication skills - Open to new as well as excellent work under stress and pressure.
Technical skills and competences	<ul style="list-style-type: none"> - Experience in the use of laboratory equipment: UV-VIS, FTIR, FIMS.
Computer skills and competences	<ul style="list-style-type: none"> - Knowledge of Microsoft Office, Mathcad, Autocad, Visio. - Basic knowledge of MathCAD and Autocad. - Basic knowledge of computer graphics (PhotoShop).
Artistic skills and competences	<ul style="list-style-type: none"> - Sports - The music - Drawing.
Other skills and competences	<ul style="list-style-type: none"> - Person oriented towards sport - Beekeeper
Driving licence	<ul style="list-style-type: none"> - Category B of June 2010 - Category C of February 2019 - Category E of April 2019