



Sorin Musat

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Last activity: Oct 17, 2017

(<https://www.bestjobs.eu/en/cv/sorin3lhrb>)

- ✓ I have a driving license
- ✓ Available for relocation
- ✓ Interested in part time offers / projects

Spoken languages

English (Advanced)

French (Medium)

Romanian (Advanced)

Your top tags

Project Manager / Administrator

Managing Director

xml

sharepoint

analysis

teamwork

zachman



EXPERIENCE

December, 2012 - present (4 years 10 months)

Managing partner, Co-founder @ Romlogic Technology S.A, Strada Gramont 38, București, Romania

Co-Founding Romlogic Technology S.A, lead hardware&software company in embedded.

Tasks :

*Design and coordinate the completion of Equinox taximeter MDT, the most powerful all in one, fiscal, embedded taximeter in the world.

*Obtain all required national and international certifications for the above project

*Sale and implement Equinox taximeter in local and international markets

November, 2010 - January, 2016 (5 years 2 months)

Managing Director @ Taxi Pelicanul, Bucharest, Romania

Re-Branding

Fleet Expansion from 400 to 2000 cars

Modern Applications integration (dispatching,web admin,mobile apps)

January, 2010 - present (7 years 9 months)

Project Manager / Administrator @ Habtoor Real Estate, Bucuresti

-Project planning

-Coordinating the project team

-Leading the project team

-Checking the project team as per the work schedule

-Establishing the project -Dividing the work into subprojects and well balanced activities

-Diagram / Sheet sequential tracking of the project

-Establishing a time chart and a budget for the project

-Team coordinating and results filtration -Constant communication

My achievements: Project: Private Polo Club / Residential complex

November, 2006 - September, 2009 (2 years 10 months)

Business Development Manager / Director General @ Elite Holding / Elite Rent A Car, Bucuresti

-Leading and coordinating the team of 10 members

-Monthly budgeting and reporting to the CEO

-Effective leading and coordinating the company in any activities in relation with other parties

-Analysis and approval of : a) Profit and loss sheet P&L b) Income and expenses chart for current financial year c) bank loans d) capital investment list e) contracts with third parties f) the internal company's rule book

Projects: Elite Rent A Car Luxury division / "100 years football anniversary" of the Romanian Football Federation, the Nato Summit-ul from Poiana Brasov.

Analysis, design, and testing for internal projects. Translating the business requirements into technical requirements. Solution analysis and process modelling, according to architectural guidelines. Confronting business requirements with objectives, scope, and technical specifications. Acting as a mediator between the internal clients and the integrator. Evaluating and monitoring the results. Supervising the projects started inside the business unit.

Project: 500.000 Euro 5 star lounge downtown Bucharest. Project successfully completed.

November, 2004 - November, 2005 (1 year)

General manager @ Hotel & Restaurant Piccolo Mondo, Bucuresti

Constant supervising of all employees through department managers In contact with: accounting and financial staff, marketing, juridical.

Main Responsibilities: -Planning ,coordinating, leading and controlling all hotel activities

-Thinking of ways to enhance hotel services

-Constant developing the hotel's image by planning and coordinating the marketing and publicity department

-Establishing good relationship with tourism agencies

-Supervising the right use of customer care programs Tasks :

-Trying to achieve a good communication between the hotel and the suppliers in order to solve immediately any potential problems that can occur -Constant prospecting the market to find and optimize the hotel's facilities towards clients

My achievements: I signed multiple contracts with several multinational and local companies which increased the net profit for the hotel

October, 2002 - May, 2003 (7 months)

Sales Manager / Product Manager @ SC Pelicanul GSM / Reseller Connex, Bucuresti

- Responsible for the performance and development of the Account Executives. • Prepares action plans by individuals as well as by team for effective search of sales leads and prospects. • Initiates and coordinates development of action plans to penetrate new markets. • Assists in the development and implementation of marketing plans as needed. • Conducts one-on-one review with all Account Executives to build more effective communications, to understand training and development needs, and to provide insight for the improvement of Account Executive's sales and activity performance. • Provides timely feedback to senior management regarding performance. • Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin. • Maintains accurate records of all pricings, sales, and activity reports submitted by Account Executives. • Creates and conducts proposal presentations and RFP responses. • Assists Account Executives in preparation of proposals and presentations. • Controls expenses to meet budget guidelines. • Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team. • Recruits, tests, and hires Account Executives based on criteria agreed upon by senior management.

My achievements: I managed to successfully increase the net profit of the company.

May, 2002 - January, 2004 (1 year 8 months)

Project Manager / Administrator @ SC e-Dev Grup SRL, Bucuresti

Analysis, design, development and testing for web applications along with pre-sales and business development activities, in order to consolidate the business. Last but not least, post-sales support and training for the customers.

Portfolio: BRAVO Magazine, MAAT Alarms, SNP Predeal, Space&Life Club, Undernet ISP, e-Dev Portal, Mihaela Tudor, Ianis Zicu



EDUCATION



2006 - 2007 (1 year)

Academia de Studii Britanice - Management and business administration @
Master / Postuniversity degree

Business & Marketing diploma



2002 - 2006 (4 years)

Universitatea Romano-Americana - Cybernetics @ University (graduate)

Licentiate in IT & Economics



1998 - 2002 (4 years)

Liceul de Informatica Ion Kalinderul - Computer Science @ High School /
Vocational School

FoxPro and C++ diploma