

Curriculum Vitae

Dr. Alexandru (Alex) Dan Todericiu

Austrian corporate consultant

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Personal Information

born on July 2nd, 1967 in Bucharest, Romania

Austrian citizen, single, no children, driving licence category B

Education

- 1998 – 1999 Dissertation about Leadership Factors, University of Vienna, Dr. phil.
 Studies of Political and Communication Sciences, University of Vienna, Mag. phil.
- 1995 – 1998 Scholarship holder of the SOROS Foundation, Bucharest and of the Europe Institute,
 Budapest
- 1991 – 1995 Studies of Law, University of Bucharest and Vienna
- 1990 – 1991 Studies of Law and Psychology, University of Bucharest and Vienna
- 1975 – 1986 Grammar school and secondary school in German language, Sibiu and Bucharest,
 Romania

Professional Experience

- Feb. 2011 – present **Consultant for GCI Management srl, Bucharest, Romania**
www.gci-management.com
- August 2009 – present **Consultant for Master Chem Oil Ltd, Malta** www.masterchemoil.com
- Feb. 2010 – Dec. 2010 **Consultant for Romcontract srl, Bucharest, Romania,**
www.bisoromania.com
- July 2006 – Dec. 2008 **Managing Director and consultant for Unigea Erneuerbare Energien GmbH, Vienna** (www.unigea.com)
Unigea Renewable Energy srl, Bucharest, Romania
- project coordination Romania – wind park development
 - setup of the branch office in Romania
- August 2007 – Oct. 2008 **Consultant for the company Deutscher Ring Lebensversicherungs AG, Hamburg, Germany** (www.DeutscherRing.de)
- project coordination Romania
- July 2004 – July 2007 **Consultant for Epa! Holding outdoor company in Austria and Central Europe, incl. Romania, Outdoor akzent – Ankündigungsgesellschaft mbH**
- consulting and project acquisition, lobbying: relationship management, PR-consulting
 - project coordination Romania Euromedia SA

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August 2005 – Dec. 2007

Consultant for Porr Construct srl in Bucharest, Romania (subsidiary of Porr Holding AG, Vienna)

- consulting and project acquisition, lobbying: relationship management, PR-consulting
- acquisition, lobbying – coordination and customer support at the building project of the orthodox cathedral “Salvation of the People” in Bucharest, Romania (building value 120 million Euro)
- relationship management towards the administration of the city of Bucharest (City Mayor Grad.-Eng. Adrieian Videanu)

April 2003 – Dec. 2010

Consultant for the international lobbying firm EAPP Ltd.
(www.eapp.biz)

Sept. 2002 – April 2004

Consultant for Wiener Städtische Versicherungs AG, Vienna Insurance Group, agencies in Romania: UNITA AG in Timisoara and AGRAS Asigurari-Reasigurari in Bucharest.

- consultancy about wage plans and payment systems, especially outsourcing
- corporate consultancy, real estate and investment objects evaluation
- lobbying: relationship management
- PR and advertising consulting

Dec. 2001 – Sept. 2003

Consultant for Steyr Mannlicher Mannlicher GmbH & Co KG

- Joint Venture consulting: feasibility studies; project management
- consultancy about wage plans and payment systems, especially for Eastern Europe, Romania
- sales lobbying and strategic client acquisition in Eastern Europe, Romania
- management of relationships to local authorities

August 1999 – Dec. 2001

Consultant for Arthur Hunt Human Resources Consulting GmbH, Vienna

- executive search, professional search, assessment centre, management audits and potential analysis, also consulting at search and choice of candidates for the middle management and specialists for the financial sector, production, trade, distribution and marketing
- Joint Venture consulting: feasibility studies; project management (Matrix – project organisation for the acquisition of petrol stations in Romania by OMV)
- consultancy about wage plans and payment systems, especially for Eastern Europe, Romania and Bulgaria

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- corporate consultancy, real estate and investment objects evaluation
- lobbying: relationship management, PR-consulting, consulting about EU-PHARE regional development programs (development of business plans for small companies in order to achieve Phare regional development funds)
- portfolio analysis, rating as a basis for strategic business expansion to Eastern Europe
- setup and coordination of the AH – RepOffice in Bucharest and Chisinau (4 employees)
- relationship management, translator
- for clients such as Lafarge, CGE-Vivendi Group, OMV, Constantia, Strabag, Alcatel, Winterthur-Versicherungen, Ernst&Young, WILO, Nortel etc. In Austria, Croatia, Moldavia; Bulgaria and Romania.
- AC for OMV in Bucharest, Romania and in Vienna

March 1996 – August 1999

Consultant for Jenewein Management Consulting GmbH

- profile development consulting, intercultural project management
- EEE Test – The East European Economic Test is used to analyse management qualifications according to Western European standards.
- Assessment Centre, Promotion Assessment Centre (in case of company reorganisation)
- Search of professionals, insertion in media of Eastern European countries: professional texting, optimal positioning and print supervising
- PR, marketing and media activities
- Interviews with candidates
- Translation activities

Sept. 1991 – 2001

Single correspondent in Austria to the highest-run daily newspaper in Romania, “Romania Libera” (more than 400 articles published)

- Different publications in media such as “STERN-Magazin”, “Kölner Stadtanzeiger”, „Der Standard“, „NEWS“, „Neue Kronenzeitung“, „Allgemeine Deutsche Zeitung - ADZ“, „22“ – magazine of the Group for Social Dialogue, Bucharest, „Cadran Politic“ 2006-2008 etc.
- Different TV-programs for RFE/RL Munich, Prague, BBC London, Deutsche Welle in Cologne, ORF am Königberg, Radio Romania International, VARA Hilversum, Holland (1991-2001)
- PR activities for Hans Dichand in Bucharest, Romania (1996, 2002-2003, 2008)

Sept. 1986 – Feb. 1991

Freelancer working for the Romanian magazine “People and Culture”, Bucharest

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- Translations German, English, Romanian
- Research activities for news reports, interviews
- Different publications

Memberships, mandates

- Austrian corporate consultant – **business licence since 2005** (Personal und Unternehmensberatung), Member www.wko.at
- Member of the Institut für den Donauraum und Mitteleuropa (IDM), Vienna, 1994 - 1999
- Member of the Verband der Auslandspresse, Concordia Presseclub, Vienna – since 1991
- Member of the Austrian Social-Democratic Party (SPÖ) – since 2004
- Supporting member of the German Forum in Romania – since 1996

Foreign Languages

- German, Romanian – proficient use in business contexts
- English – solid knowledge
- French – elementary

Vienna, April 2011

Dr. Alex Todericiu