

Curriculum vitae



Personal Information

First/Last name	Ionel Gabriel Niculescu
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Birth date	10-07-1964
Gender	Male

Desired job

Job type	Full Time, Part Time
Professional objective	To become an international expert in business development and R&D area.
Activity domain	Management/Consulting
Desired job locations	BUCURESTI

Work experience

Career level	Senior-level (over 5 years)
Work experience	More than 20 years
Experience by domains	Marketing - 14 years Software/Technologies - 24 years IT Hardware - 14 years Installation, Maintenance and Repair - 24 years Research - 28 years
Management experience	Yes
Job	R&D specialist
Period	2006-04 <> present
Name and address of the employer	m@rkINVENT - INVENTICA PENTRU MILENIUL III, Bucharest
Department	Management/Consulting
Job description	The company has less than 10 employees. R&D activities, services for business development Responsibilities, Achievements R&D activities in ICT domain, robotics area. Other R&D projects. References, Other observations if required

Job	director
Period	2001-06 <> present
Name and address of the employer	Marketing I.T., Bucharest
Department	Marketing
Job description	<p>The company has less than 10 employees. marketing and advertising</p> <p>Responsibilities, Achievements Business development. Marketing and sales for video advertising. Marketing for IT&C domain. Video production.</p> <p>References, Other observations if required</p>
Job	administrativ director, marketing and sales representative
Period	1993-10 <> 2001-03
Name and address of the employer	QBIT, Bucharest
Department	Software/Technologies
Job description	<p>The company has 10-25 employees. IT services, solutions and commerce Consultancy and services for information solution implementation</p> <p>Responsibilities, Achievements -sales and marketing -partners relationship administrative tasks -suppliers relationship administration -accounts relationship administrative tasks -documents administration, technical and commercial library too -technical work, both HW and SW -IT&C HW and SW administration -patrimony administration ----- detailed..... -administration of furniture and biotics, auto park, utilities, IT&C network (cable montage, devices instalation, PC assemblage, HW & SW maintenance), electrical network -marketing materials realisation and administration and involve in events organization: presentations, offer, graphics advertising, campains organization, questionnaire, fairs organization, administration of marketing and sales documents, of technical and commercial library - both printed and electronic, database administration of patrimony, suppliers, customers and more. -suppliers relationship for commerce and for internal needs , importation (custom, transportation, storage) -IT products and services sales, products delivery and instalation, installed devices, service and mentenance -seminars, workshops, courses and conference participation</p> <p>References, Other observations if required</p>

Job	partner and administration
Period	1992-05 <> 1993-08
Name and address of the employer	NIMO ServComProd s.r.l. - Bucharest
Department	Commerce
Job description	<p>The company has less than 10 employees. commerce and services</p> <p>Responsibilities, Achievements -small retail with sweet products, cofee, cigarets, cosmetics, hygiene products -sales agent for promotionals, biotrics and IT</p> <p>References, Other observations if required</p>
Job	automation worker
Period	1991-10 <> 1992-03
Name and address of the employer	FDE Bucharest
Department	Installation, Maintenance and Repair
Job description	<p>The company has 100-250 employees. electrical energy distribution</p> <p>Responsibilities, Achievements -complex tasks in equipment and devices - electrical, electronic and automation -interventions in high voltage electrical equipment</p> <p>----- detailed..... -interventions on the high voltage lines, subterranean and from power distribution stations; interventions on the electrical, electromechanical and automation equipments and devices for exploitation of high voltage lines and for power distribution.</p> <p>References, Other observations if required</p>
Job	automation worker
Period	1988-03 <> 1989-02
Name and address of the employer	Loom "Relon Panduri" - Bucharest
Department	Manufacturing and Production
Job description	<p>loom</p> <p>Responsibilities, Achievements -complex tasks in equipment and devices - electrical, electronic and automation</p> <p>----- detailed..... -supervisor; service and mentenance for equipments and installations, automation panels building, service and mentenance for mechanical, electrical, electro-mechanical and electronic equipment and devices (measure and control devices too), electronic montage realisation, involve in service and mentenance for electrical engine (synchrone and asynchrone too)</p> <p>References, Other observations if required</p>

Job	automation worker
Period	1982-10 <> 1988-03
Name and address of the employer	I.A.M.R.C.T.
Department	Installation, Maintenance and Repair
Job description	<p>The company has More than 3000 employees. montage and service for steam boilers - low, medium and high pressure</p> <p>Responsibilities, Achievements</p> <ul style="list-style-type: none"> -complex tasks in equipment and devices - electrical, electronic and automation -mechanical and locksmith work -organize and coordination of team at point of work (in Bucharest and many locality in Romania) -marketing for new contracts finding -services sales of reparation, montage and seting up for automation installation, equipment and devices in steam boilers - low and medium pressure <p>-----</p> <p>detailed.....</p> <p>worker and team coordination for montage, repair and seting up of electrical automation installation, equipment and devices and equipment of measure and control for steam boilers. I have work to diffrent clients in Bucharest and other locality in our country, to different yard of industrial investment and to maritime and fluvial shipyard. There I made work of locksmith, electrical and automation, panel for automation building, reparations or changing of equipment and devices on the boilers, start to fonction of heat water and steam boilers - low and medium pressure (with combustibile liquid or methan gas), technological tests, reception of works, office and out of office works links with involved contracts (market prospectation, documents of work, little negociation, contracts, documents of partial and final works delivery, documents of payments.</p> <p>References, Other observations if required</p>

Education and training

Period	2009
Institution	COACHING4YOU
City	BUCURESTI
Major	Management and business administration
Description (specialization)	"5 Steps to grow your business"
Period	2008
Institution	ITC ILO, EUROCHAMBRES
City	BUCURESTI
Major	European projects
Description (specialization)	BREAK GENDER STEREOTYPES, GIVE TALENT A CHANCE
Period	2007
Institution	GETJM - Formation and Development, ARCHE
City	BUCURESTI

Major	Management and business administration
Description (specialization)	Specialized formation for structural funds. Context analysis, eligibility evaluation, budget building, partner identify, feasibility studies, business plan, proposal writing, application submit, assistance and consultancy for project implementation, project management participation.
Obtained diploma	Postuniversity degree
Period	2007
Institution	FiaTest
City	BUCURESTI
Major	Management and business administration
Description (specialization)	Information security systems management - ISO/IEC 17799:2005 and ISO 27001:2005
Obtained diploma	Postuniversity degree
Period	2005
Institution	Romanian Trade Promotion Center
City	BUCURESTI
Major	Management and business administration
Description (specialization)	"Business Management System - within the framework of the "Technical Cooperation Among Developing Countries Project" of UNDP"
Obtained diploma	College / Postgraduate studies
Period	2004
Institution	CCIRB, The English Speaking Union-Romania
City	BUCURESTI
Major	Foreign Languages and Literature
Description (specialization)	"Course on Business Communication"
Obtained diploma	Postuniversity degree
Period	1996 - 1999
Institution	IBM Romania, QBIT
City	BUCURESTI
Major	Commerce
Description (specialization)	between 1996 and 1999 -IBM PC Institute - SX101 - Selling IBM PC Solutions -Marketing course - IBM Business Partner Marketing Workshop -IBM Certified Specialist AS/400 Solution Sales -IBM Certified Specialist RS/6000 Solution Sales
Obtained diploma	College / Postgraduate studies
Period	1992 - 1992
Institution	INVENTA University Agency
City	BUCURESTI
Major	Management and business administration
Description (specialization)	SME consultancy course..... SME establishing, commercial legislation, management, marketing,

	human resources, intellectual property and more.
Obtained diploma	Unskilled/Highschool
Period	1978 - 1982
Institution	Industrial High School "Dimitrie Bolintineanu"
City	BUCURESTI
Major	Electrotechnics
Description (specialization)	electronics specialization

Personal skills and competences

Foreign Languages English - Medium; German - Beginner; French - Beginner;

Driving license Yes

Skillsoverview.....

native inventor and entrepreneur, pioneer often; solid education both social and professional; open spirit and communication skills; consolidated technical, scientific and economical competences; complex professional experience; strong motivation generate by interest for selfproposed objectives; life experience - social, professional, cultural

.....professional.....

management, commercial - marketing & sales, technical, R&D; analyze and synthesis, studies, research, innovation, invent; very good general and particular IT&C skills; important skills for both, HW and SW; marketing and advertising production; other lucrative experience

.....psychology.....

serious, open minded, persistent, loyal; good an fine (often) observer of reality; fancy, creative, visionary; free thinking and initiative; fine analyzing and accurate synthesis capabilities; high performance in to combine, complex and speedy; steady in decisions and actions; excellence in to organize and management vision

Other activities Projects

Projects for business devevelopment.

Conferences

I have participate to more than 30 seminars, conferences, symposiums and other events for business and R&D. I have sustain some presentation with my own projects.

Hobbies

Computers/Internet, Tourism/Excursions, Music, Literature, Business/Commerce, Politics, Dating/Community

Additional information

Mobility I am willing to relocate in the country and abroad.

I am available for business travel more than 50% from my working time.