

## PROFESSIONAL PROFILE

A high-performing and tenacious Audit Partner and Director with extensive experience across Automotive, Consumer Goods, Media/ Communication, Chemical, Oil & Gas and Transport sectors. Effective at identifying and rectifying discrepancies and issues requiring accuracy and attention to detail at all times. Demonstrates excellent working knowledge of the relevant Financial legislation and the proven ability to ensure full compliance therewith. Excellent interpersonal skills and the ability to communicate concisely and articulately with clients and colleagues at all levels. Auspicious team player in a successful and productive team with demonstrable leadership skills gained in a highly competitive and demanding sector.

A professional involved in the Executive Search business and Leadership Consultancy for more than seven years with excellent results as a result of the business understanding and extensive market knowledge. Involvement in complex assignments to search for professionals in different and diverse industries such as professional services, banking, insurance, manufacturing, wood processing, engineering, and retail, as well as management assessment and leadership consultancy.

## KEY SKILLS

- External Audits for Global Multi-Nationals
- Administrative & HR Capability
- Client Relationship Management
- Strategic Business Development
- Senior Stakeholder & Client Relationship Management
- Compliance and Risk Management
- Team Management & Mentor
- Public Speaking & Tender Presentations

## CORE COMPETENCIES

**Financial & Commercial Acumen:** Skilled in making a positive contribution to fee generation, achieving financial targets and proactively identifying client development opportunities via networking and client relationship management.

**Case & Time Management:** Exceptionally capable at managing multiple high profile projects, at all times working effectively under pressure and within confined and strict deadlines/ time frames.

**Research & Analysis:** Maintains consistent and continual knowledge of all accounting/ auditing standards & legal changes in legislation to originate immediate & strategic business development opportunities.

**Negotiation & Influencing:** Excellent client relationships whilst continually driving to re-negotiate fees, contributes to generation of new business in other functions (i.e. tax & advisory) as well as new relationships with target organisations.

## CAREER HISTORY & ACCOMPLISHMENTS

April 2016 – present: Partner Signium Romania (former Stein&Partner Management Consulting)

Signium Romania (Stein&Partner) is specialized in the Executive Search, Evaluation and Development of Top Management and Organizations. With more than 25 years of experience in Eastern Europe, Signium -Stein&Partner supports their partners in implementing sustainable leadership solutions. In 2020, Stein&Partner became a member of Signium and represents them for the entire CEE and Austria. (<https://www.signium.com/location/bucharest>) (<http://steinandpartner.com/>).

### Responsibilities:

- Lead search projects for large clients covering executive positions crucial for business.
- Maintain relationship with the clients and close collaboration with the management team.
- Builds and manages the client portfolio through active business development, development and implementation of strategies to target and secure business opportunities.

### Key Achievements:

- Successfully close projects in a short time finding the right executive to implement and develop policies and actions to apply the strategies for development of the clients. .

**December 2013 – December 2015: Director**  
**September 2007 – December 2013: Partner**

**KPMG Romania**  
**KPMG, Romania**

*KPMG provides Audit, Tax and Advisory services and industry insight to help organizations negotiate risks and perform in the dynamic and challenging environments in which they do business. KPMG Romania €35M t/o, 575 employees. (<http://www.kpmg.com/ro/en/pages/default.aspx>).*

**Responsibilities:**

- Reports into Head of Audit, manages a team of up to 50.
- Large portfolio and income of between €1.2M - €2M across a wide-range of clients.
- Builds and manages the client portfolio through active business development, development and implementation of strategies to target and secure business opportunities.
- Provides coaching and performs appraisals of the Audit Managers and Seniors.
- Holds HR responsible for the Audit Department (approx. 300 people) and Alumni responsibilities for KPMG Romania.
- Risk management responsibilities and policies
- EU Funds qualification and performance of audits for companies accessing EU Funds.

**Key Achievements:**

- Won €75K business over 3 years with Gaz Sud (3<sup>rd</sup> largest gas distributor in Romania).
- Won €250K business with Rafo S.A (one of the largest refineries in Romania).
- Introduced and fostered a successful, sustainable relationship with the Uzinsider Group (large Romanian Industrial Group), where others had previously failed.

**CAREER HISTORY & ACCOMPLISHMENTS CONT.../**

**2004-2007:**

**Senior Manager**

**KPMG, Romania.**

**Responsibilities:**

- Reported to 3-4 partners, managed resource where necessary and a portfolio of audit engagements, up to €750K.
- Worked closely with the partners to plan and execute vital decisions for each client engagement.
- Active involvement in business development, risk management and financial targets/ budgeting.

**Key Achievements:**

- Contributed to the growth of the firm in creating and developing a strong relationship with Oltchim S.A (largest chemical producer in Romania), a client now in portfolio as Partner.

**2000-2004:**

**Manager**

**KPMG, Romania.**

**Responsibilities:**

- Managed a portfolio of client engagements worth up to €500K.
- Prepared detailed budget forecasts and monitored them on a regular basis to ensure financial targets were met.
- Presentation on a regular basis to client senior management.
- Led debrief meeting for all audit staff to identify areas for continued improvement in future audits.

**Key Achievements:**

- Secured the relationship alongside another Manager in France with two important clients for the firm: Michelin România - Part of Michelin Group.
- Selected by the Client to work as Manager on a sole basis, something unusual in French business culture. Fees generated were more than EUR 150,000.

**EARLIER ROLES**

**1999-2000:**

**Assistant Manager, KPMG, Romania.**

**1998-1999:**

**In-Charge Auditor, KPMG, Romania.**

**1997-1998:**

**Audit Team Member, KPMG, Romania.**

**1996-1997:**

**Junior Auditor, KPMG, Romania.**

## TRAINING & PROFESSIONAL DEVELOPMENT

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- FCCA, Association of Chartered Certified Accountants (ACCA), Jun 2002
- Chartered Accountant, Romanian Association of Chartered Accountants (CECCAR), Jul 2002
- Financial Auditor, Romanian Chamber of Financial Auditors (CAFR), Dec 2003
- Valuation Specialist, Romanian Association of Financial Auditors (ANEVAR), Sep 2011
- Diploma, Project Management, Sep 2012
- Annual IFRS training and qualification
- US GAAP training and annual updates – B2 level
- Member of The Independent Directors Association (AAI) in Romania

## OTHER SKILLS

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- Romanian (Mother tongue)
- English, Fluent
- MS Office
- French, Basic

## EDUCATION & QUALIFICATIONS

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1992 - 1997: **BA, Business Administration**, The Academy of Economic Studies, Faculty of Economic Studies in Foreign Languages

## REFERENCES

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Reference details available upon request.