



**MIRCEA DIMA**

**Address:**

**Phone no:**

---

**OBJECTIVE**

To promote myself in a company with growth potential on the Romanian market, to work in a dynamic and challenging environment.

**Desired position:**

Management  
Full Time

**Preferred type of company:**

Large company where I can improve and develop my abilities or a new company/new activity, at the beginning, but having a great target where I can make myself useful.

**The targeted field of activity**

Engineering, business

**Relevant experience in the field**

15-25 years

EXPERIENCE

**Principal Engineer, Production and Tender Department**

Company, Servicii Energetice Muntenia (SEM) No. employees: 300

Domain of activity: Engineering, procurement, tendering

Period: 2017 <> present

**Maintenance activities coordination and control, managing tendering and procurement activities**

Minimized the risks by diversifying our company beneficiaries-Enel CEZ, Electrica and third parties

**Executive Director**

Company, Servicii Energetice Muntenia (SEM) No. employees: 300

Domain of activity: Engineering

Period: 2016 <> 2017

**Reorganization, coordination, control activities of the company.**

Insolvent company moved from loss to profit, regained some of the areas our company once lost-Bucharest Nord Area, Ilfov, Giurgiu County West Area.

**Head of Production Department**

Company, Servicii Energetice Muntenia No. employees: 500

Domain of activity: Engineering

Period: 2004 <> 2016

**Maintenance activities coordination and control.**

Implementation, adaptation and improvement of the management system and data processing "SAP"

**Engineer**

Company: Electrica Muntenia Sud SISE ( employees: over 1500)

Period: 2003 <> 2004

Contracting, following-up contracts, data gathering, analysis, synthesis and forecast for short and medium terms.

I made the first reports of company risks and opportunities.

**Administrator**

Company: SC CRISVAL STIL PROD SRL Bucharest  
(employees: 10-25)  
Domain of activity: Production-marketing clothing for women  
Period: 1996 <math>\diamond</math> 2003

Administrator SC Crisval Stil Prod SRL-from 3 employees in 1997, sales volume of 15 million. Lei/month (ROL), manufacturing garments for women only by orders in store, at the time when I sold my 50% of the shares , the company had 14 employees and a volume of 480 million lei/month (ROL), a network outlets, new specific machines and new ladies garments produced in small series.

**SalesManager**

Company : SC Eli 95 Impex SRL (No. employees: 25-50)  
Domain of activity: Import-export trade, wholesale and retail  
Period: 1994 <math>\diamond</math> 1996

-Training and control of the sales persons, analysis of the market  
We strengthened and expanded the sales network, by introducing a new reward system (bonus-mallus) the network grew by 11% and the sales increased by 43.7%

**Assistent Manger**

Company : Perfect Pizza Ltd London (employees: 100-150)  
Domain of activity: Fast food  
Period: 1992<math>\diamond</math> 1993

Employment, payroll, personnel, purchasing, advertising , sales, accounting, primary relationship with the Bank.  
I have strengthened the network of home delivery and started off catering.

**Engineer**

Company: SC Energoutilaj Bucharest

Period: 1987 <> 1991

I built with existing materials and components a hydraulic press of 160 tons.

Production engineer-I made the first computer program for calculating tariffs for rent of machinery equipment, we successfully negotiated these rates with key business partners.

I made 2 innovations registered at OSIM: Replacement of the main distributor of the 140 tf Grove crane. with a distributor made for a Castor 3602 excavator, and clogging fuel filters for large machines.

**Engineer**

Company: ACH Cerna-Tismana (Nr. employees: 100-250)

Domain of activity: Engineering

Period: 1986 <> 1987

Blueprinting a shuttering for concrete work at the dam on the Cerna river.

I designed and executed a mobile formwork powered by hydraulic actuating.

---

**STUDIES**

Technical-Technological Equipment for Constructions, Faculty of Bucharest 1980-1986

Management-Management for Fast Food Industry, London 1992-1992

Economics-Marketing and International Business, Faculty of Bucharest 2003-2008

---

**SKILLS**

PERSEVERANCE, TOUGHNESS-implementation of the first computerized pricing system for rental - Energoutilaj, negotiations in order to correct the wages of all employees of the company SEM.

RESOURCEFULNESS-I designed and manufactured a hydraulic press of 160 tf

ORGANISED PERSON- the decision for gradual introduction of "takeaway" system, fitted with scooters- Perfect Pizza, staff restructuring, on the principles of competitiveness- SEM

SERIOUSNESS and DYNAMISM -market-expansion (by increasing the number of clients), increasing the production of garments from 15 million lei a month at 480 million lei a month- Crisval, switching from losses to profit at SEM.

**Managerial skills:**

Maximum subordinated: 500

Maximum budget administered: 550,000 Euros/month

I was member of the Boards of Directors;

I had responsibilities relating to financial results;

**Languages:**

English -Spoken: Fluent Reading: Fluent, Written: Fluent

French -Spoken: Beginner, Read, Fair: Beginner<>

**OTHERS**

Hobbies: Configuration and manufacturing PC, internet, music, sport fishing

12.02.2018

Mircea Dima