

Translation from Romanian into English

## **CURRICULUM VITAE**

Seal Europass

*Photo of the holder*

### **PERSONAL DATA**

Name : BOBIRCĂ ANA BARBARA  
Nationality : ROMANIAN  
Date of birth: 15.05.1975  
Civil status: Married

### **RELEVANT PROFESSIONAL EXPERIENCE**

Period: 2012 – present  
Name of the employer Comcereal Tulcea SA  
Type of activity Commerce and deposit of cereal  
Function or post occupied President of the Administration Council

Period: 2011 – present  
Name of the employer Argus SA Constanta  
Type of activity Production and commerce of food oils  
Function or post occupied Member of the Administration Council

Period: 2010 – present  
Name of the employer Business Capital for Romania Opportunity Fund  
Type of activity Administration of investments/ fund of private equity  
Function or post occupied President of the Investment Committee

Period: 2005-2009  
Name of the employer Worldwide Opportunity Fund  
Type of activity Administration of investments/ hedge fund  
Function or post occupied Senior Analyst

Period: 2006 -2008  
Name of the employer Beogradelektro a.d. Belgrad  
Type of activity Distribution and commerce of electric devices and equipments  
Function or post occupied Member of the Administration Council

Period: 2002-2005  
Name of the employer: Roportmet SA Galati  
Type of activity: Port services  
Function or post occupied: Member of the Administration Council

#### RELEVANT COMPETENCES AND APTITUDES

- Administration of investments (6 years)
- Administration of the societies listed (6 years)
- Elaboration and implementation of investment strategies
- Identification and analysis of the investment opportunities
- Coordination and implementation of the *due diligence* procedures
- Analysis and evaluation of the companies
- Implementation of restructuring plans for the companies
- Analysis of the financial, budgetary situations and financial reporting
- Structuring the financing packets
- Identification of the opportunities of acquisitions and company sales
- Implementation of the procedures of risk management
- Administration of the portfolio of assets
- Drafting business plans, feasibility studies, sector analysis
- Operating on capital international markets (ex. Serbia, Bulgaria, Bangladesh, Nigeria, Zimbabwe, Vietnam, Malawi)
- Teaching courses at the bachelor, master and PH level in domains such as international markets of services, international financial markets, international financing, international risk management (12 years)

#### RELATED PROFESSIONAL EXPERIENCE

Period: 1999 - 2003  
Name of the employer: Group of American societies from the business consultancy domain  
Type of activity: Consultancy services  
Function or post occupied: Councilor of the Administration Council

Period: 2002 -2003  
Name of the employer: EuroVoyage SRL  
Type of activity: Tourism Agency  
Function or post occupied: General Manager

Period:	1997 -2000
Name of the employer	Sulcup Prod SRL
Type of activity	Production and distribution of chemical products
Function or post occupied	Manager of foreign trade operations

#### ACADEMIC CAREER

Period:	2008 - present
Name of the employer	Academy of Economic Studies in Bucharest
Type of activity	Education and Research
Function or post occupied	University associate professor, Department of Economic International Relations

Period:	2002 -2008
Name of the employer	Academy of Economic Studies in Bucharest
Type of activity	Education and Research
Function or post occupied	University Lector, Department of Economic International Relations

Period:	1999 - 2002
Name of the employer	Academy of Economic Studies in Bucharest
Type of activity	Education and Research
Function or post occupied	University Assistant, Department of Economic International Relations

Period:	1997 - 1999
Name of the employer	Academy of Economic Studies in Bucharest
Type of activity	Education and Research
Function or post occupied	Preparatory assistant, Department of Economic International Relations

#### STUDIES AND SPECIALISED COURSES

Period	2003
Name and type of the Education institution	Academy of Economic Studies in Bucharest , Faculty of International Economic Relations
Domain studied/ Occupational competences	International Economic Relations, Internal Transactions
Type of qualification/ Diploma obtained	Diploma of PhD in Economics

Level within the national classification	Phd- Advances studies
Period	1999
Name and type of the Education institution	Bogazici University, Istanbul, Turkey
Domain studied/ Occupational competences	worldwide Trade Organization, Educate the Educator
Type of qualification/ Diploma obtained	Graduation Certificate
Level within the national classification	Post-university studies
Period	1998
Name and type of the Education institution	Academy of Economic Studies in Bucharest,
Domain studied/ Occupational competences	International Business Law
Type of qualification/ Diploma obtained	Graduation Diploma
Level within the national classification	Post-university studies
Period	1997
Name and type of the Education institution	Universite des Sciences et Technologies d'Administration des Entreprises
Domain studied/ Occupational competences	Marketing, Communication, Culture
Type of qualification/ Diploma obtained	Certificate
Level within the national classification	Courses
Period	1993-1997
Name and type of the Education institution	Academy of Economic Studies in Bucharest, Faculty of International Economic Relations
Domain studied/ Occupational competences	International Economic Relations, International Transactions
Type of qualification/ Diploma obtained	Economist Diploma

Level within the national classification	University superior studies
Period	1989-1993
Name and type of the Education institution	Informatics High School “Aurel Vlaicu”, Bucharest
Domain studied/ Occupational competences	Mathematics - Physics
Type of qualification/ Diploma obtained	Baccalaureate Diploma, diploma of analyst-programmer
Level within the national classification	Pre-university studies

#### RESEARCH INTERSHIPS/ SCOLARSHIPS

2003 – Universite de Paris | Pantheon –Sorbonne, France  
2002- Nottigham Trent University, Great Britain  
2000- Universita Degli Studi di Calabria, Italy  
1999- Nottigham Trent University, Great Britain  
1998-Universite des Scienes et Technologies de Lille, France

#### OTHER DIPLOMAS AND CERTIFICATES

2001- European Association for Tourism and Leisure Studies – Winter University, Pecz, Hungary  
1997- Translator- terminologist Diploma of the Romanian-French languages, A.S.E., Bucharest  
1993 – Diploma of analyst-programmer

#### PRESENCE IN THE PUBLIC LIFE

from 2003 – member of the General Association of Economists in Romania (AGER)  
from 2005 – member of the International Center for Research and Study of Tourism (CIRET)  
from 2007 – member of World academy of Sciences, engineering and Technology (WASET)  
from 2007 – member of the European Economic Association (EEA)  
from 2007 – member of the International Trade and Finance association (ITFA)  
from 2011 – member of the Reseau Europeen services et Espace (RESER)  
from 2011 –founding member of QuantFin

from 2013 – member of the Organisation of Profesionist of the Capital Market (OPPC)

FOREIGN LANGUAGES English, French, Spanish, German, Serbian

Self-evaluation	Comprehension	Speaking	Writing
English	Very good	Very good	Very good
French	Very good	Very good	Very good
Spanish	Very good	Good	Very good
German	Good	Medium	Good
Serbian	Medium	Basic knowledge	Medium

#### TECHNICAL APTITUDES AND COMPETENCES

-operating in Microsoft Office, SPSS  
-Diploma of analyst- programmer

#### WORKS AND SPECIALISED STUDIES

- 4 books, over 40 articles published in specialized magazines, indexed in the international data base, over 30 scientific communications at international conferences and studies published in the volumes of renowned international scientific manifestations, including in the domain of the international financial market and of the corporative government

#### OTHER COMPETENCES AND APTITUDES

Expert in programs/ projects PHARE, OECD, UNCTAD, European Investment Fund  
Coordinating the operational implementation of the program Socrates Project designer for projects TEMPUS, Leonardo da Vinci, Minerva

Grants and contracts of international and national research developed/ coordinated:

2011-2014 – project POSDRU – Advanced competences –professional and research – in the international risk management – long-term expert:

2011-2013 - project POSDRU-Facilitating the transition from school to the active life for the students in the Economy domain –International Affairs- long-term expert:

2009-2012 – research contract concluded with the business environment – Determining the investment strategy on the East-European market in view of the efficient distribution of the capital –coordinator of the research team;

2009-2012 – CNCSIS grant – Evaluation of the capacity of Romania to adjust to the creative economy. The potential of the creative industries to stimulate the competitiveness of the national economy in the process of post-adherence –coordinator of the research team

2008- Research contracts concluded with the business domain

-*Evaluation of the development potential of the information society in Romania*, member of the research team;

-*Determining the Romanian export capacity in the domain of information technology*, member of the research team;

-*Study regarding the adjustment of the activity “Utilitarian Aviation” to the international competitive environment*, member of the research team;

2007-research contract concluded with the business domain- *Study regarding the evaluation of the present situation of the service sector in Romania as to identify investments opportunities on specific services markets*, coordinator of the research team;

2006 - research contract concluded with the European Institute in Romania- *Competitiveness of the service sector in Romania*, in the perspective of their liberalization in EU, coordinator of the research team;

2005 - research contract concluded with OECD (Organisation for economic Cooperation and Development) – *Assessing the restrictiveness of services barriers in Romania*, member of the research team;

2003-grant CNCSIS (National Council of the Scientific Research in the Superior Education) – *Specialization in services: the option of economic development for Romania. Methods and analysis models*, member of the research team;

1999-grant CNCSIS (National Council of the Scientific Research in the Superior Education)- *The impact of introducing the EURO currency in the countries from the Central and East Europe*, member of the research team;