

## Curriculum Vitae

### PERSONAL INFORMATION

**Name** RACOVIȚĂ MARGARETA  
**Nationality** Romanian  
**Date of birth** 03.05.1973

### PROFESSIONAL EXPERIENCE

**January 2011 – September 2010**, counsellor of the president of the Financial Investment Company 5 Oltenia SA, Craiova, Dolj

**September 2010 – January 2005**, member of the Board of Directors of the Financial Investment Company 5 Oltenia SA, Craiova, Dolj

**February 2009 – January 2007**, general manager of SC Complex Hotelier Dambovita SA, Targoviste, Dambovita County

**February 2008 – February 2006**, legal adviser of SC Data Consult SRL, Galati

**February 2006 – May 2005**, legal adviser of SC Transcombi SA Galati

**May 2005 – July 2000**, legal adviser of SC Combi Expedition SA Galati

**July 2000 – June 1998**, legal adviser of SC Galgros SA Galati

### EDUCATION AND TRAINING

**2012 – Doctor in management**

**2010 – Licensed in psychology**

**1998 – Licensed in legal sciences**

**March 2012 – public presentation of the PhD thesis**

**2012 – October 2008** PhD student in management, Doctoral School – University “Dunarea de Jos” Galati

**2012 – 2010** – graduated post-university master courses in the Faculty of Psychology – UTM Bucharest, speciality “Communication techniques and psychosocial influence”

**2010 – 2007** – graduate of the Faculty of Psychology of the University “Titu Maiorescu” Bucharest, licensed in psychology, class of 2010

**2009 – 2008** – graduated the program of post-university specialization studies in “Business Management”, Faculty of Economic Sciences Galati

**2009** – Patent in tourism – the Ministry of Tourism, attesting the capacity of fulfilling the position of manager in Tourism.

**2009 – 2008** – I attended the improvement/specialization program “Manager in the Tourism activity” organized by CEDES Research – Development Bucharest.

**2007** – I attended the initiation program for the position of HR Inspector, organized by SC Projob Profile SRL

**2005 – 2003** – post-university master courses, speciality Community Law, “Danubius” University of Galati

**1998** – Licensed in Legal Sciences, Faculty of Law, University “Al. I. Cuza” – Iasi

**1992** – Graduate of “Virgil Madgearu” Economic Highschool of Galati

**PUBLICIST  
ACTIVITY**

„Comparative analysis of the cultural differences observed in Romanian subsidiaries of two multinational hotel chains". Proceedings of the International Conference on Business Excellence 2011 (volume 1), 14-15

October 2011, Transylvania Brasov University Publishing House, ISBN 978-973-598-940-8, pages 103-106

“The vision of the Romanian marketing managers from foodservices industry concerning the application of the relationship marketing techniques' Proceedings of Marketing and Entrepreneurship International Conference - AUMEC. Antalya, Turkey, 2009, ISBN 978-605-5782-06-1, pages 706-714

"The Role of Information Technology on Performance Assessment of a Hotel Strategy", Proceedings of the 17<sup>th</sup> International Conference “The Knowledge - Based Organization”, Sibiu 24-26 November 2011 ISSN 1843-6722 page 20  
„Definite features of the hotel industry present 3rd future” presented in the international conference "Risk in Contemporary Economy" 2009, Galati.

"Modelling the Processes of Maximizing Hotel Revenues. Based on Applying the Linear Programming and the Network Flows", Proceedings of the International Conference “Risk in Contemporary Economy” XII<sup>th</sup> Edition 2011, Galați ISSN 2067-0532, pages 262 -265

"Implementing the Systems of Performance Management Indicators (Balanced Scorecard) Within Notary Offices from Romania" Proceedings of the International Conference "Risk in Contemporary Economy" XII<sup>th</sup> Edition, 2011, Galați, ISSN 2057-0532, pages 231-236

**PERSONAL  
SKILLS AND  
COMPETENCES**

Communication skills

Psycho-emotional balance, capacity of: organization, coordination and control, to delegate the competence, to effectively assign subordinates their tasks, evaluation and decision-making, assuming responsibility.

I know very well the legal regulations in the specific field of professional training

Availability to work overtime

Capacity for analysis and synthesis, adaptability, flexibility, perseverance. Specialist in legal sciences, psychology, management, I got involved in specific research areas of activity, elaborating and publishing paper.

I have published articles in the field (law, management), in the country and abroad

I attended national and international seminars

Counselling and consultancy:

- Legal (business, commercial, diplomatic and consular law),
- Psychological
- Managerial (business management)

Consultancy – logistics:

- Brokerage
- National and international expeditions
- Capital market

**Maternal language**

Romanian

**Foreign languages**

English - good

**Known**

French – good

**Social and  
Organizational  
Skills and  
Competences**

voluntarily involved in the campaigns organized by the Red Cross – Galati, aiming at humanitarian actions (floods 2005 and 2010, snow 2012)  
Coordinating and monitoring the activity developed in the voting sections (2009, 2012)

**Technical skills  
and competences**

I have learned the informatics operation techniques, being capable to use the latest generation computers

Using the computer for elaborating papers necessary in the professional field

- I know the programs: Word, Excel, Power Point
- Navigation on the internet for a good research

**Driving**

Category B, 1998

**License**

Boats, 2008

07.03.2013

**Racovița Margareta**