

Curriculum Vitae

Personal information

Surname / First name(s) **Broscaru Marius**
Address(es) 99 Main Street, Rojiste, 207099 postcode Rojiste-Dolj,
Romania
Phone (s) +40 742/066310
E-mail mbroscaru@yahoo.com
Nationality Romanian
Date of birth 07-09-1973
Gender Male
Marital status Married

Work experience

Dates **30.10.2014 – present**
Position held **Administrator**
Main activities and responsibilities Civil and industrial construction works;
Installation and isolation works;
Electrical works;
Sanitary and thermo-ventilation works;
Finishing works
Achievements Project success
Name and address of employer **SC Pradecon-Marius Construct SRL, 99 Main Street, C1 (D+P+1) building, 1st room, Rojiste, Dolj District**
Type of business or sector **Civil construction sector**

Dates **01.04.2013 – 31.03.2015**
Position held **Project Manager for Romania photovoltaic parks**
Main activities and responsibilities Business&Management consultancy;
Consultancy regarding the activities oriented towards procurement and business in Romania and abroad;
Consultancy with regard to technical solutions within investment projects in the Romanian energetic system;
Consultancy for technical and financial project management services regarding the photovoltaic parks;
Consultancy for technical and financial site management services regarding the photovoltaic parks.
Achievements Project success
Name and address of employer **SC Business&Procurement Consulting SRL, 99 Main Street, Rojiste, Dolj District**
Type of business or sector **Advice for:**
Pradecon Construções Metalicás, Lda with head office in Rua D. Antonio Bento Martins Jr., 26, 4480-028 Arcos VCD, Portugal
SC Stagesan Group SRL, 95 Henri Coanda Street, Block 48, 1st level, 21 flat, Craiova, Dolj District /Energy sector

Dates	01.09.2013 – 31.10.2013
Position held	Project Manager for Teasc-Secui photovoltaic park
Main activities and responsibilities	Consultancy for technical and financial project management services regarding the photovoltaic parks; Consultancy for technical and financial site management services regarding the photovoltaic parks.
Achievements	Project success
Name and address of employer	SC Business&Procurement Consulting SRL, 99 Main Street, Rojiste, Dolj District
Type of business or sector	Advice for: Pradecon Construções Metalicás, Lda with head office in Rua D. Antonio Bento Martins Jr., 26, 4480-028 Arcos VCD, Portugal SC Stagesan Group SRL, 95 Henri Coanda Street, Block 48, 1st level, 21 flat, Craiova, Dolj District /Energy sector
Dates	01.11.2012 – 31.03.2013
Position held	Assistant Project Manager for Cujmir photovoltaic park
Main activities and responsibilities	Consultancy for Business and Management Services; Consultancy for technical and financial project management services regarding the photovoltaic parks; Consultancy for technical and financial site management services regarding the photovoltaic parks.
Achievements	Project success
Name and address of employer	SC Business&Procurement Consulting SRL, 99 Main Street, Rojiste, Dolj District
Type of business or sector	Advice for: EFACEC Central Europe, 22-24 Cezar Boliac Street, 3th District, Bucharest/Energy sector
Dates	01.09.2012 – present
Position held	Associate Administrator
Main activities and responsibilities	Consultancy regarding the activities oriented towards procurement and business in Romania and abroad; Consultancy with regard to technical solutions within investment projects in the Romanian energetic system.
Achievements	Project success
Name and address of employer	SC Business&Procurement Consulting SRL, 99 Main Street, Rojiste, Dolj District
Type of business or sector	Energy sector

Dates	01.09.2011 – 29.06.2012
Position held	Sales Engineer for Oltenia region
Main activities and responsibilities	<p><u>A. Market and Marketing activity</u></p> <ul style="list-style-type: none"> - Determines the volume market, the existing market segments, market share of EFACEC company and individual market shares of competitors; - Ensures the obtaining of information on products and market prices of competitors, using the legal and specific methods for this activity domain in accordance with legal regulations in vigor; - Promotes the products manufactured and marketed by the company EFACEC according to market requirements. - Establishes the connections to the builders level who performs investment works, as well with the beneficiaries of these works; - Identifies the customer requirements; - Responds to customer complaints in its area of activity; - Track behavior in exploitation of all products sold, based on connections kept with their users. <p><u>B. Company participation in auctions</u></p> <ul style="list-style-type: none"> - Participates in the auctions, if is authorized for commercial negotiations and support the technical negotiations; - Manages the invitations to auctions published in SEAP, and all offer requests received from requesters from Oltenia region; <p><u>C. Financial activity</u></p> <ul style="list-style-type: none"> - Responds for accomplishing the turnover from Oltenia region in accordance with key performance indicators (KPI) established for him.
Achievements	Establishing the relationships with the builders, who performs the investment works in the energy sector, and potential beneficiaries of these works from Oltenia region.
Name and address of employer	EFACEC Central Europe, 22-24 Cezar Boliac Street, 3th District, Bucharest
Type of business or sector	Electrical/Electronic Manufacturing/Energy sector

Dates	01.09.2008 – 31.08.2011
Position held	Procurement Manager/Procurement Department
Main activities and responsibilities	<ul style="list-style-type: none"> • Elaborates the procurement plan, and budget for the department led by him, respective approve the requests related to approved budget; • Is responsible for maintaining the department budget led by him, in the approved limits; • Informs the managers / superiors who are interested by the performances from this department, and accomplishing the established performance indicators; • Communicates and maintains collaborative relationships with other departments; • Manages department's staff, the Commodity Managers (Managers of Products / Services / Works Investment and New Connections); • Manages in directly mode all employees (Master File) in support functions; • Is responsible to comply all legal regulations of procurement domain, and internal procedures approved at the company level; • Manages all the procurement activities carried out in all companies within CEZ Group Romania; <p style="text-align: center;">Procurements coordination</p> <ul style="list-style-type: none"> • He elaborates the key documents for procurements (strategy, plan, budget, procedures, etc) and supervises their implementation and accomplishment; • He communicates and coordinates the department's managing activities (methodology, the best practices, strategy, concepts) with the supervising unit of CEZ Group; • He approves the strategy on groups and he evaluates the performances on the basis of the reports received from Commodity Managers; • He elaborates and updates the procurement plan for all the companies of CEZ Group in Romania at group materials level; • He monthly evaluates and reviews the results from controlling reports, and evaluates the procurement performances; • He coordinates the performances improvement at department level, as well as the evaluation and analysis process of the results obtained at department level; • He communicates the results to the superior positions; • He communicates with the authorities, he represents CEZ Group against authorities; • He coordinates the legal problems, or these problems that depend by the National Authority for Regulating and Monitoring Public Procurement – announcements, list of requirements;

Main activities and responsibilities

Procurements coordination

- He supervises the procurement procedures for the suppliers selection, he participates at the selection, he approves the result;
- He manages the suppliers evaluation process within CEZ Group in Romania on types of products and he identifies the opportunities for the suppliers improvement;
- On the basis of responsibilities matrix he approves the tenders results and the contracts;
- He administrates the instant problems reported to Commodity Managers concerning the relation with suppliers (claims, rejections);
- He approves the changes in vendor master – new records, updates, deactivations;
- He performs the responsibilities of his job, resulted from the requirements of the Management Integrated System and of the in force legislation concerning environment, labor security and health;
- He performs also other responsibilities concerning his activity field, resulted from the orders of his direct hierarchic superior.

Achievements

ALBANIA:

Period: 17.01.2011 – 03.06.2011

- Participating to **Pilot Project** regarding the evaluation and analysis process of the activities of PROCUREMENT and LOGISTICS developed in the Procurement and Logistics Division from CEZ Group ALBANIA.

My activity at CEZ Group Albania level was done on three stages:

1. The evaluation and analysis process of the activities of Procurement and Logistics developed in the Procurement and Logistics Division from CEZ ALBANIA sh.a.;

2. Proposals regarding the improvement of the activities of Procurement and Logistics developed in the Procurement and Logistics Division from CEZ Albania sh.a.;

3. Operational activities:

3.1 Adapting the Procurement and Logistics Concept implemented at CEZ Group Albania level at the actual situation through:

- establishing a new organizational structure based on individual and collective responsibilities of employees, calculating of correct number of them and their separation on types of commodities (Materials, Services, Investment Works and Turn Key Projects);

-defining and description of the Procurement and Logistics processes together with the elaboration of the Operational Procedures and Working Instructions (flowchart and physical description).

3.2 Participating in evaluation committees for 29 private auctions regarding the purchase of the Investment Works and Turn Key Projects.

3.3 Establishing the Master Files regarding the Annual Procurement Plans for Materials, Services and Investment Works/Turn Key Projects.

ROMANIA:

Period: February 2009 –September 2009

- Participating to **DEEP Project** regarding the improvement of PROCUREMENT and LOGISTICS processes at Procurement and Logistics Division from CEZ Group ROMANIA.

Period: 01.09.2008 – 31.08.2011

- Participating to outsourcing project regarding the “Measurement Systems Management Services afferent to measuring points in a directly montage or semidirect from economic agents and household customers”;

- Participating to outsourcing project regarding the “Services of Facility Management”;

- Participating to outsourcing project regarding the “Fleet Management Services and Operational Leasing”;

- Participating to outsourcing project regarding the “Services of Maintenance for electrical networks belonging of SC CEZ Distributie SA”;

- During of this period I didn't lost any public auction at **N.C.S.C. - NATIONAL COUNCIL FOR SOLVING COMPLAINTS.**

Name and address of employer

CEZ Romania SRL, 2B Ion Ionescu de la Brad Street, 1st District, Bucharest

Type of business or sector

Energy sector

Dates	01.07.2007 – 31.08.2008
Position held	Commodity Manager – Manager of Products Procurement Department
Main activities and responsibilities	<ul style="list-style-type: none"> • Elaborating the attributing documentation for purchasing materials for all the companies of CEZ Group Romania; • Elaborating the contracts for purchasing materials for all the companies of CEZ Group Romania; • Checking all the documents that were sent by any company of CEZ Group Romania with regard to starting the procurement procedures; • Elaborating the procurement procedures for all entities within CEZ Group Romania in transition period; • Participating to the NEW PROCUREMENT Project implementation; • Elaborating the Data Base with regard to CORE and NON CORE materials that followed to be purchased; • Coordinating the activity of the Products Procurement Department of S.C. CEZ Romania SRL in the transition period for purchasing materials.
Achievements	<ul style="list-style-type: none"> • CEZAR award 2009 offered in Czech Republic by Mr. Martin Roman, Chairman of the Board of Directors, CEZ Group a.s. for reducing the costs in procurement activities developed inside of CEZ Group Romania, as well for standardization and centralization of acquisitions; • Participating to implementation of the NEW PROCUREMENT CONCEPT (standardization of procurement) inside of Procurement Department from CEZ Romania SRL; • Participating to PROGRESS IV Project regarding the improvement of Distribution activities; • Participating to outsourcing project regarding the “Retail Meter Reading services for economic agents (B-type) and household customers (C-type) to an external supplier”; • During of this period I didn’t lost any public auction at <u>N.C.S.C. - NATIONAL COUNCIL FOR SOLVING COMPLAINTS.</u>
Name and address of employer	CEZ Romania SRL, 2B Ion Ionescu de la Brad Street, 1st District, Bucharest
Type of business or sector	Energy sector
Dates	01.04.2007 - 30.06.2007
Position held	Chief of Products and Services Procurement Compartment
Main activities and responsibilities	<ul style="list-style-type: none"> • Coordinating the activity of PROCUREMENT COMPARTMENT for purchasing goods and services for S.C. CEZ DISTRIBUTIE S.A. in conformity with the Emergency Ordinance no. 34/2006 of public acquisitions: <ul style="list-style-type: none"> - Applying the best purchasing practices in order accomplish all the targets who were established by his hierarchic superior; - Approval and planning the purchases of the goods/services in accordance with CEZ company strategy; - Approval and checking the attributing documentation necessary for starting of the purchasing procedures for goods/services; - Participating inside of the negotiation processes; - Approval and checking of all Contracts; - Approval and checking of all Purchase Orders; - Approval and checking of the “Black List” for suppliers/performers; - Analyzes the performances at compartment level and communicates the results to his hierarchic superior.
Achievements	<ul style="list-style-type: none"> • During of this period I didn’t lost any public auction at <u>N.C.S.C. - NATIONAL COUNCIL FOR SOLVING COMPLAINTS.</u>
Name and address of employer	S.C. CEZ Distributie S.A., Craiova (the former S.C. D.F.E.E. Electrica Oltenia S.A), 2 Brestei Street, Dolj District, Craiova
Type of business or sector	Energy sector

Dates **01.07.2006 – 31.03.2007**

Position held **Main Engineer within the Centralised Procurement Department – Strategic Acquisitions Office**

Main activities and responsibilities

- Planning the purchases of the goods/services;
- Elaborating the attributing documentation for starting of the purchasing procedures for goods/services based on:
 - Direct Purchase;
 - Offer request;
 - Open tender;
 - Negotiation with participation announcement in the Official Gazzette;
 - Negotiation without participation announcement in the Official Gazzette;
- Running the public auctions;
- Accomplishing the negotiations;
- Contracting;
- Evaluating the suppliers/performers;
- Managing and solving the complaints;
- Managing the “Black List” for suppliers/performers.

Achievements

- **Participating to Unbundling Project for CEZ Distributie side (D8);**
- **Participating to Unbundling Project for CEZ Vanzare side (V8);**
- **During of this period I didn't lost any public auction at N.C.S.C. - NATIONAL COUNCIL FOR SOLVING COMPLAINTS.**

Name and address of employer **S.C. CEZ Distributie S.A., Craiova (the former S.C. D.F.E.E. Electrica Oltenia S.A), 2 Brestei Street, Dolj District, Craiova**

Type of business or sector **Energy sector**

Dates **01.07.2003 - 30.06.2006**

Position held **Engineer within the Electricity Management and Measurement Office**

Main activities and responsibilities

I) DATA ROOM activity:

- Member in the Commission for the organizing, filling and management of Data Room – Data Room Assistant;
- I have participated to the discussions between Electrica Oltenia and Group CEZ a.s. representatives held at Electrica Oltenia headquarters regarding the privatization process;
- I have translated the privatization agreement regarding the Electricity Distribution from Electrica Oltenia subsidiary, many documents regarding the privatization process and internal order documents from English language to Romanian language (and from Romanian language to English language).

II) OFFICE activity:

- Centralization and submission for approval of measurement equipments' necessary, watching of equipments' assembling and record;
- Watching of acquisition agreements for measurement equipments;
- Centralization of electricity measurement equipments stocks;
- Centralization of electricity measurement equipments from Electrica Oltenia installations;
- Annual program for checking the measurement groups in the exchangeable points between Electrica Oltenia and the exchangeable partners on electricity market;
- Annual program for checking the measurement groups in the consumption places;
- Annual program regarding the metrology check of electricity measurement equipments;
- Elaboration of the documents necessary for acquisition of electricity measurement equipments on the base of necessity reports;
- Analysis and solving of claims and intimations of customers.

Achievements

- **Participating to the privatization project of S.C. D.F.E.E. Electrica Oltenia S.A. company.**

Name and address of employer **S.C. CEZ Distributie S.A., Craiova (the former S.C. D.F.E.E. Electrica Oltenia S.A), 2 Brestei Street, Dolj District, Craiova**

Type of business or sector **Energy sector**

Dates	01.01.1998 - 30.06.2003
Position held	Systems Engineer within the Design Section, Electrical Department
Main activities and responsibilities	<ul style="list-style-type: none"> • Electrical Systems Design; • IAR-99 SOIM aircraft's Upgrade and Maintenance Program; • Documentation regarding IAR-99 SOIM aircraft's Ground Acceptance Tests for Avionics System; • Documentation regarding IAR-99 SOIM aircraft's Ground Acceptance Tests for Weapon System; • IAR-99 SOIM aircraft's Wiring Manual for Navigation System; • IAR-99 SOIM aircraft's Illustrated Catalogue for Navigation System; • IAR-99 SOIM aircraft's Maintenance Handbook for Navigation System; • Registers card regarding changes and corrections of documents; • Secretary of the Acceptance Commission for IAR-99 SOIM aircraft's Development Program.
Achievements	• Participating to the modernization project of IAR 99 SOIM aircraft together with Elbit Systems Ltd. company from Israel.
Name and address of employer	S.C. Avioane Craiova S.A., 10 Aviatorilor Street, 207280 Ghercești, Dolj County, ROMANIA
Type of business or sector	Company of military aircraft design and manufacturing

Education

Dates	1997 – 1998
Title of qualification awarded	Complex Systems of Stabilization, Navigation and Airspace Control (Post graduate studies)
Principal subjects/occupational skills covered	Aeronautical and Electric field
Name and type of organisation providing education and training	University of Craiova, Electrotechnics Faculty, Craiova, Romania
Dates	1992 – 1997
Title of qualification awarded	Onboard Equipments and Systems (University studies)
Principal subjects/occupational skills covered	Aeronautical and Electric field
Name and type of organisation providing education and training	University of Craiova, Electrotechnics Faculty, Craiova, Romania

Professional Trainings

Dates	20 April – 27 May 2012
Subjects	1. Procurement "Public Procurement Expert" course organized by DOMINO Association";
Dates	April – June 2010
Subjects	2. Workshops and coaching of MANAGERIAL PRACTICES 1.1 "Organisational Culture" course organized by LeanCoaching; 1.2 "Solving of the problems in practical mode" course organized by LeanCoaching; 1.3 "Standardized work practices" course organized by LeanCoaching; 1.4 "LEAN principles and practices" course organized by LeanCoaching.
Dates	15.09-07.11.2008
Subjects	3. English Language Course "Business Vision, Intermediate, Oxford University Press" by ASCENDIS;
Dates	21-23.04.2008
Subjects	4. Procurement "The Negotiation Techniques" course organized by AxA Consulting";
Dates	29.09-01.10.2006
Subjects	5. Procurement "Public acquisitions" course organized by S.C. DOMA TRAINING S.R.L.;
Dates	20-22.06.2005
Subjects	6. Metering Training course for using "The GALAXY System for electrical energy metering", organized by ELSTER ROMETRICS S.R.L. Timișoara, member of RUHRGAS Industries Group.

Personal skills and competences

Mother tongue(s) Romanian language

Other language(s) English language

Self-assessment <i>European level (*)</i>	Understanding		Speaking		Writing
	Listening	Reading	Spoken interaction	Spoken production	
Language	B2	B2	B2	B2	B2
Language					
Language					

(*) [Common European Framework of Reference for Languages](#)

Social skills and competences Able to have a good communication in the relationship with people both in terms of professional side as well as human side **/Based on experience and training.**

Organisational skills and competences Able to ensure a climate of discipline in work and workplace;
Professional ethics;
Able to organize activities to workplace through planning, monitoring and verification, and respect of the deadlines;
Able to have an innovative approach to problem-solving;
Participation to collective works;
Flexibility regarding the problem-solving;
Showing initiative.
/Based on experience and training.

Technical skills and competences **Based on experience and training.**

Computer skills and competences ✓ SAP program regarding the purchase orders for materials or products;
✓ MS Office program (Excel, Word, Powerpoint);
✓ Corel program (Draw and Photopaint);
✓ AutoCAD program.
/Based on experience and training.

Other skills and competences -

Hobbies Computer, Music, Football, Movies, Fishing.

Driving licence B category

Additional information -

Annexes On request, I could to provide you the specific details, references related to my work and experience from:

1. CEZ Group Romania (DI. Jan Veskrna, Country Manager Romania);
2. CEZ Group Albania (Mr. Jaroslav Macek, COO, CEZ Albania sh.a.);
3. EFACEC Central Europe (Mr. Cristovao Bento, Executive Director);
4. Pradecon Construções Metalicás, Lda (Mr. Adriano Silva, General Manager)