



## Curriculum VitaeEuropass

### Personal Information

First Name **ILOIU SORIN RADU**  
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Nationality(s) Romanian  
Date of birth [REDACTED]  
Gender M

### Targeted job

Lecturer, position 17, State of Functions of the Department of Management and Industrial Engineering

### Professional experience

Name and address of employer Farmasi Romania, Dr Iacob Felix no.87 Street, Bucharest  
Type of activity or sector of activity Marketing  
Period April 2020-present  
Position or position occupied Director Regional - Banat Region  
Main activities and responsibilities Coordination and development of the region's sales team, implementation of regional sales tactics and strategies

Name and address of employer Avon Cosmetics Romania, 11 Dinu Vintilă Street, Bucharest  
Type of activity or sector of activity Marketing  
Period March 2003 – March 2020  
Position or position occupied Area Sales Manager  
Main activities and responsibilities Coordinating the sales activity of the area according to the company's sales policy

Name and address of employer National Coal Company - Petroșani  
Type of activity or sector of activity Exploitation of mineral resources  
Period 1999-2003

Position or position occupied	Inspector, Investment Service
Main activities and responsibilities	Monitoring of ongoing investment work
Name and address of employer	National Coal Company - Petroșani
Type of activity or sector of activity	Exploitation of mineral resources
Period	1997-1999
Function or position occupied	Engineer
Main activities and responsibilities	Elaboration of mining restructuring programs in Jiu Valley
Name and address of employer	National Coal Company - Petroșani
Type of activity or sector of activity	Exploitation of mineral resources
Period	1996-1999
Position or position occupied	Engineer, Commercial Directorate
Main activities and responsibilities	Responsible for equipment purchases
Name and address of employer	Coal Preparation Operation (EPP) - Petroșani
Type of activity or sector of activity	Preparation of mineral resources
Period	1993-1996
Function or position occupied	Trainee engineer
Main activities and responsibilities	Performing internships at the level of the enterprise compartments

### **Education**

Period	2018-2019
Qualification/diploma obtained	Graduation certificate
Main disciplines studied/professional skills acquired	Neuro-linguistic programming language Study of communication, Psychology
Name and type of educational institution/training provider	NLP MANIA SRL București
Period	2013

Qualification/diploma obtained	Graduation certificate
Main disciplines studied/professional skills acquired	Public Speaking, Training, Coaching
Name and type of educational institution/training provider	JOHN MAXWELL TEAM Romania
Period	2008-2010
Qualification/diploma obtained	Hospitality and Tourism Management /Master's Degree
Main disciplines studied/professional skills acquired	Tourism and Service Management, Tourism Economy, Tourism Business Strategies, Hotel Management, Tourism Operations Technique, Promotional and Negotiation Techniques, Tourism Transport and Communications
Name and type of educational institution/training provider	University of Petroșani, Faculty of Sciences
Period	2000-2008
Qualification/diploma obtained	PhD title in the fundamental field Engineering sciences, doctoral field: Mines, oil and gas
Main disciplines studied/professional skills acquired	<i>PhD thesis entitled: Modeling the technological processes of coal extraction and disposal in the Jiului Valley coal basin</i>
Name and type of educational institution/training provider	University of Petroșani
Period	1997-2000
Qualification/diploma obtained	Bachelor of Economics
Main disciplines studied/professional skills acquired	Economy and Enterprise Management, Financial Accounting, Economic Forecast, Economic Efficiency of Investments, General Management, Production Management, Microeconomy, Economic Projects, Economic-Financial Analysis, Comparative Management, Enterprise Assessment
Name and type of educational institution/training provider	University of Petroșani, Faculty of Sciences
Period	1988-1993
Qualification/diploma obtained	Engineering degree
Main disciplines studied/professional skills acquired	Electrical Machinery, Electrical Machinery, Mining Machines, Electrical Appliances, Mining Mechanical Installations, Electrical Installations, Systems Theory, Automation, Information Systems and Enterprise Activity Analysis, Enterprise Organization and Management
Name and type of educational establishment/training provider	Petroșani Technical University, Faculty of Machinery and Electromechanical Installations
Period	1983-1987
Qualification/diploma obtained	PC Operator
Name and type of educational institution/training provider	High School of Mathematics -Physics with Informatics Profile - Petroșani

**Personal skills and competences**

Known foreign languages

Self assessment

European level

**English**

**French**

Understanding				Speech				Writing	
Listening		Read		Take part in the conversation		Oral discourse			
B1	Independent user	B1	Independent user	A2	Independent user	A2	Independent user	B1	Independent user
A1	Independent user	A2	Independent user	A1	Elementary user	A1	Elementary user	A1	Elementary user

Social abilities Competences

Organisational skills and competences

Computer skills and abilities

Other skills and competencies

Driving licence

**Information**

Communication, networking and teamwork skills

Experience in organizing, guiding and coordinating teamwork

Operate PC ( Windows, Office)

Seriousness, responsiveness, flexible and open thinking, consistency in achieving goals.

Category B

Author of about 20 works, developed and presented at national and international speciality conferences, sessions and symposiums or published in specialized journals indexed in international databases and a specialized book.