

Andrei Apetrei

28.01.2016



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- **O B I E C T I V E**

- The Best you can Get

- **E D U C A Ţ I E**

- 1966-1974 General school Nr.5 Vaslui.
- 1974 1978 Liceul Mihail Kogalniceanu Vaslui.
- 2002-2003 Thames Valey University Businesss Management

- **E X P E R I E N Ţ Ă**

- Senior purchase manager | **Mecanica Vaslui**
- 1982 - 1989
- Leads the procurement function and oversees all aspects of purchasing, negotiations, strategy, tool and process implementation for procurement related to goods and services
 - Provides leadership and direction to the procurement organization. Manages and develops resources to deliver business partner satisfaction and achievement of Mecanica Vaslui business and financial objectives
 - Negotiates favorable contractual terms and conditions for Electricial and Electronic Department in Mecanica Vaslui.with suppliers.
 - Builds strong relationships with producers publisher partners, fostering collaboration and teamwork
 - Delivers on cost reduction commitments through the identification, development and execution of strategic sourcing initiatives
 - Supports Sales

Organization in strategic situations • Develops and implements efficiencies, standardized tools, practices and procedures shortening the quotation, RFP and decision making and evaluation time • Leads development and execution of a performance driven supplier management process resulting in structured feedback, • Develops, implements and maintains procurement policies and review on a regular basis to ensure relevance and conformance with best practices and ensure compliance with internal and regulatory policies. • Establishes Total Cost of Ownership (TCO) practices and reinforces through regular benchmarking, periodic RFP's, and supplier performance metrics reporting

- **1990- 1991**
- **Andra SRL Vaslui.**
- First private company registered in the County an No 12 In Romania. Commerce and Bakery . Built from scrach starting with 1000 USD in 1990 sold for 100000 USD in 1991.
- **Royal Mail**
- **Transport Manager,**
- Public Company; 10,001+ employees; Logistics and Supply Chain industry
- January 1991 – February 1996 (5 years 2 months)
- Reporting directly to the Service Operations Manager, the primary objective of this role is ensure optimal performance for a fast paced, multi customer handling site which stores, picks, packs and despatches high value products across the South East. This role will also be developed into across functional position where the successful applicant will be responsible for warehousing and planning within the DC.
- The responsibilities I undertook are:
 - Management of a crew of circa 80 staff and a mixed fleet of 60 Vehicles, in 24/7 multi-drop environment.

- Budget control, ensuring optimal use of resources.
- Transport operations management of a heavily unionised environment.
 - Ensuring all relevant legislative requirements were adhered to and internal procedures and standards (including Health and Safety, security, personnel, finance and transport) were upheld.
 - Setting and agreeing clear objectives with subordinates, regularly monitoring their performance and taking action to correct shortfalls
 - Dealing with disciplinary matters, including dismissals, appeals and grievances in line with internal policies
 - Ensuring appropriate consultation with TU/Staff Representatives
 - Analysing training needs for all staff ensuring training complies with internal & external regulations
 - Recruitment, training and coaching of staff
- 1996 -2001
- Aquisition manager
- Harrods Development.
- This is a pivotal role within the team in which I held responsibility for the identification, acquisition and negotiation of suitable sites across the U.K.
- Key day to day duties included
 - To identify appropriate sites, and to: -
 - negotiate acceptable and beneficial acquisitions terms.
 - agree potential sales levels
 - liaise with the construction team, who will provide the site specific design and costs to

ensure optimal provisions.

- Actively managing external professional teams, including solicitors, agents, and planning consultants on a project by project basis
 - Understanding the market positioning of all brands
 - Fully researching the local property market and develop and maintain contact with key agents, developers and local authorities to identify all potential opportunities.
 - Prepare financial appraisals, and prepare a full business case for all proposals, including an assessment of the quality of the opportunity, town profile, sales assessment, benchmarks, key risks and opportunities.
 - Prepare and submit board papers for approval
 - Negotiate contracts in line with company best practise, ensuring we secure sites without compromising the quality of our operating, physical and financial asset, with maximum flexibility on timings.
 - Work with the construction team to secure the requisite planning consent and obtain licensing consents, together with any appropriate planning agreements.
- 2002-2004
- Agency Manager,
- Hamptons Internatioanal.
- MANAGEMENT
- Main activities and responsibilities.
- Planning and organizing contacts, of the new customers, locations and demands to maximize the planning and strategy of selling.
- Preparing notices and memos about company products, changes, and new procedures.
- Training with the new software and computer usage, for the

new presentation of the companies.

- Ensuring that customers requirements are meet with the construction team and with the local building authority
- Resolving customers complaints, investigating and creating alternative solutions when necessary to provide customers with the best service
- Communicating all the aspects of the activity with the General Manager, ensuring that all the deadlines are met and budgets are managed effectively
- Managing all documents ensuring that they are up to date and comply with standards and internal procedures.
- Liaising with internal departments such as finance, purchasing, maintenance, operations to optimize the flux and to keep the guidelines and standards of the company
- Implementing of new on line and off line sales projects.
- Achieve and maintain customer loyalty
- Developing key relationships within the customer organization at all critical levels (management; engineering; operations, purchasing, etc) and strengthening those relationships on a consistent basis.
- Manage commercial requirements per contractual agreement, including: renewals; price increases; overall performance; build out/expansion, etc.
- Awareness of competitive threats and ability to provide consultative feed back to address them with the customer.
- Routine target prospecting and pipeline development of new customer opportunities.
- Proposal development and delivery of new opportunities.
- Follow through on commercial execution of contract closure.
- Execution and support of regional market development / marketing programs,workshops and trade shows

- 2004 -2005
- Managing Director
- Romanian-estateagent LTD.
- I created this company so that the British people could easily invest in the emerging Romanian real estate market.
- Activities included but not limited to:
 - Promoting investment opportunities
 - Consulting with clients as to where they should invest their capital
 - Organizing seminars to
 - Aid Romanian companies promote their products in the UK market
 - Aid foreign investors understand Romanian legislation connected with real estate.
 - Provide media with interviews about the emerging Romanian real estate market (Salamanca Capital Investment,BBC,ITV ,The Move Channel) Guided tours with clients around potential investment opportunities in Romania
- 2005 -2011,
- Managing Partner ,
- Quantum Consulting and Management.SRL
- Proud to develop Adnana Residence first passives house project in Romania o Carbon emission.Fully built fully sold. Work with big name on acquisition of the land for development such as FAN curier , Romania Raptis Kavouras, GreceTerra Kapital & Management, USA Hercessa Spain ,Cynur Investment, Spain,Salamanca capital management United Kingdom ,Nexxon Group Romania.
- Good understanding of the real estate funding markets
 - Energetic, lateral thinker with an

enquiring mind and a commercial approach

- Experience of developing and application of business planning and option appraisal
- High degree of personal drive and motivation to succeed
- Good communicator and highly articulate (written and verbal), with high quality report writing skills in Romanian, English medium in French and Italian.
- Ability to learn quickly and keep abreast of developments
- Committed to business development and able to identify opportunities to deliver the best value.
 - Prepare complex reports and presentations to clients.
- **2011-2015.**
PFA Andrei Ghe Apetrei.
- Think green think money!!! Paulownia???? After a long 1 year study and traveling around the world we decided to invest in Greene Business ,starting with Reforestation of Paulownia.
- First contract done ,it will be followed soon .
- Import arranged and partnership also.
- Bake up also arranged.
- My target is to achieve 20HA this year selling and 15 ha for me Plantation.
- 2015 My target was reached and now I have in partnership 50 HA .
- 2016 Because of new fiscal code we need again to restructure our business from PFA to a SRL company.
- 2016 New Company Formation.
- Targhet : Supply chain from forest to wood processing based

on investment in minimum 100 Ha of Paulownia forest.

- **ABILITĂȚI**
- Contract Negotiation, RE Development, Sale, Management, Development Strategy, Business development.