

CV - Iulian Cuculas

MIHAI IULIAN CUCULAS

M, 26.08.1974, married

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Driving License: Cat. B, since 30.11.1991

Military status: yes



OBJECTIVE:

*My professional objective is to be Strategic Consultancy Manager for Romanian Branch of international Company/ Investment FUND/European Funds Ministry/ **EUROPEAN INVESTMENT BANK** interested to develop new business in Romania in green energy and district heating area.*

Department:

IT& Communication, M&A, Green Energy PRODUCTION UNITS, DISTRICT HEATING, GREEN BUILDINGS, Purchasing/Logistics, Engineering, Internet/ecommerce/New Media, Sales, Telecommunications, Real Estate, Trading, Agriculture, Forestry, Foods

Residence city: Bucharest

Working City: Bucharest

Career Level: Manager/Executive Position

WORK EXPERIENCE:

2014-2016 DANUBE REGION CONSULTANT- Commission with BUSINESS Environment-mandatar by **MINISTRY of ECONOMY/Ministry of External Affairs /SUNE (Patronal Association for GREEN Energy Sources)**

1. Expert in PROJECT MANAGEMENT for Construction, Energy Efficiency.
2. Danube Strategy- SMART CITY CONCEPT for Bucharest-Ilfov Region- SMART Transport, SMART HOSPITAL, SMART RETAIL, SMART TOURISM, DISTRICT HEATING;
3. **4-th Danube INVESTMENT FORUM, ZAGREB 2015.- GREENBOW PROJECT-** selected as the best project in District Heating for Municipalities in Danube Region.
4. **Danube Strategy BIOENERGY POLICY FORUM** on DANUBE AREA- PECS Hungary.

5. **CERTIFIED Consultant in Green Energy (EXPERT) in DANUBE Region- Timisoara- Association of Experts in Danube Region;**
6. **Consultancy for Development of Financial Innovative Programs and Partnership between Association of Austrian Municipalities and Association of DANUBE Municipalities from Romania in order to develop District Heating Solutions (GREEN INVESTMENT FUND- EIB, COSME).**
7. **Consultant for Intelligent Specialization Strategy in SOUTH REGION- ADR SUD MUNTENIA.**
8. **Patronal Association for IMM-s Development- Consultant in Investments and Programs for Biomass and Green Energy Commission,**
9. **Consultant for ESCO COMPANIES - DESIGN Industrial Applications, Financial Solutions.**

General Manager of PROIECT RO INVEST CAPITAL- 2013-2016

1. **MEDGREEN CLUSTER- Development of GREENBOW PROJECT PHASE 1,2- Consultancy for MEDGREEN CLUSTER Development in NATIONAL COMPETITIVITY POLE MEDGREEN, Management and marketing services for Cluster members, Integrated Strategy regarding green energy technologies, district heating, pv industry, boilers factory, energetic audit, cogeneration units, biogas units;**
2. **ECOHORNET- Consultancy in Financing EU program for acquisition of technical Equipment in Factory. Technical consultancy and design for clients specialized in Energy Efficiency and District Heating Solutions, Structured Financing from EIB Source and leasing Programme for Corporate Clients and IMM.**
3. **CORA ROMANIA HYPERMARCHE, FRANCE- Development Strategy for CORPORATES Clients;**
4. **INVESTMENT FUND- FINLAND- confidential- Investment Strategy and Feasibility Studies -development farms FORESTRY & AGRICULTURE;**
5. **BALKAN INVESTMENT FUND- Development of PV plant;**
6. **REPLAY, AGRO INDUSTRIALE, COMPANIA DE DEZVOLTARE IMOBILIARA, PROJECTTO MAGLIA- TECHNICAL Consultancy and Development of 4 PV Plants for Italian GROUP.**
7. **Complete PROJECT DESIGN FOR SMART REGIONAL MEDICAL HUB- Development of independent energy sources, Distributed Heating, consultancy for feasibility plans for European Investment bank**

PROJECT MANAGER in GREEN ENERGY DEVELOPMENT- ECO POWER ENERGY PRODUCTION

Project management- negotiation, consultancy, general project management, technical management for PV plant development with 6,141 KW. Targovsite.

Certify as project management EXPERT- ILM LONDON, Ministry of Education, and Ministry of Labor

Counsellor 20.11.2011 - 20.11.2013

Company: **Bilateral Chamber of Commerce** Romania- Austria

Working city: Bucharest

Salary: CONFIDENTIAL

Department: Green Energy/Forestry/Agriculture

Company activity field:

- Provide business opportunities for members;
- Organized events in Romania & Austria: green energy, constructions, resorts& tourism, agriculture & foods;
- Providing trading, commodities;
- Networking services for members;
- Provide local/national expertise/management for international companies;
- I recruited the consultants team and manager of the Chamber of Commerce;
- I organized fist Green Energy event together with SunE;
- I prepare new marketing tools & PR team

WORK EXPERIENCE:

Business Development & Partner Manager 20.07.2011 - 01.07.2012

Company: EKA INVEST Capital (EKA Capital Group)

Working city: Bucharest

Salary: CONFIDENTIAL

Department: **M&A Strategic Consultancy:** Banking/ Financial Services/ New Investment

Company activity field:

EKA INVEST Capital is a group of companies specialised in Mergers & Acquisitions, Consultancy, Sales, Development, Due Diligence, Audit, which provide services for Romanian business with high potential and good yields 7 returns and international investors.

1. IT& Communication- Financing METROPOLITAN fibber optics networks, IT companies
2. GREEN ENERGY Project DEVELOPMENT; Wind parks, hydropower plants, biomass and solar plants- Financing, Consultancy & Development
2. Proprieties management; Building offices management& development, refinancing, define new structures and concepts for new business development
3. Forestry; financing, evaluation forests for sale, evaluation, exploitation, wood trading

4. Agriculture & Foods: Financing production units, bio products, export, grains acquisitions, new silo development, irrigations systems.

We offer services or turnkey solution for international JV financing, PUZ approvals, build green energy projects with international EPC contractors, consultancy and sales for green energy project, commercial and technical due diligence for international investors, M&A services for international investors, Romanian companies or Bucharest Stock Exchange listed companies.

Business Development Manager 01.07.2010 - 2012:

Company: EKA Development

Working city: Bucharest

Salary: CONFIDENTIAL

Department: Research & Development

Company activity field: Group of companies specialized on New Developments- the company is one active developer with interesting own projects in the north area of Bucharest, Romania (restaurants, conference and Convention centre, logistics park, retail network, building offices development full rented or sale, services for events, consultancy, mix project with residential, hospital and hotel compound)

Responsibilities:

My responsibilities are to develop new projects with the corporate clients, and to support the main 7 own project development.

- I prepare the new concepts for each project;
- I prepare new business plans;
- I prepare new marketing tools (sites, newsletters)
- I find the partners for JV financing;
- I negotiate prelease/lease contracts;
- I create, trainee one team of consultants for external M&A projects;
- I manage Division for New Developments of the EKA Investment Group- in order to make new Joint Venture structures, transactions,
- I create new clients & partners strategic portfolios.
- I negotiate and sign mandates for main projects: green energy, new developments, agriculture, forestry

Achievements:

I maintain relationship with investment funds and corporate clients from USA, China, Romania.

I made promotional campaigns with good results to achieve new clients, banks, investment funds.

Senior Business Consultant 15.03.2007 - 15 02 2010:

Company: City Metropolia Consulting

Working city: Bucharest

Salary: CONFIDENTIAL

Department: Green Energy/ M&A/Project Development

Company activity field: Business development and new project developments consultancy for Luxury Penthouse, Retail, MIX Project, industrial Units, residential compounds (15-40 employers) for private companies and international funds:

1. Industrial development, factory financing with UE funds, - Romanian Construction Group, 6.5 ha, A1
2. Development international logistic park for machinery and cars - International developer from Czech Republic, 50 ha, A1
3. Development international commercial park- outlet, hypermarket- on 41 ha, A2,
4. Building office development- S+P+M+10, 10000 sqm in the centre of Bucharest,
5. Development for international green compounds: mall- for children -9000 sqm, with school and afterschool, 100 passive house, Mihailesti Blue Flower Compound on 12 ha

Responsibilities:

- Consultancy and management for each project;
- Consultancy for M&A at new developments;
- Searching and choose the best locations for each project;
- Marketing for each project- complete publicity campaign;
- Sales for lands, apartments from projects portfolio; Team management;
- Recruiting and training program for the team at each project
- Consultancy & Management for 3 complex projects regarding urbanity & development plan
- Local, regional authorities' contacts, approvals, Concept new plans- master plan

Achievements:

- I identify the client, I obtain the mandate on buy side, I realized the study plan with strategic opportunities, I hire one architect to validate the project strategy, I prepare, I negotiates with the owners, I make due diligences, I support cadastral plans and clarifying juridical status for acquisitions, I organized notary services for one transaction in a total amount with over 8 millions Euros, for one strategic land acquisition near Bucharest, I manage operation to obtain PUZ and authorizations in order to obtain with access to highway A2, 41 ha.
- I have sold a plot for the development of an industrial area, near the A1 highway of 6,5 ha. The total value of the transaction was around 500.000 Euros.
- I have provided consultancy for the development of an industrial park set up on 50 ha.

EDUCATION Studies:

Polytechnics University of Bucharest, Computer Science Department

MBA- Intensive management Course "Antreprenor si Manager in Armura" - Management& Entrepreneurial Competence

Sales course in Real Estate in new developments;

Management course in financial services, other specialised courses in banking

ABILITIES Foreign Languages (Knowledge level):

English (advanced)

German (medium)

PC Skills:

Computer Science Engineering- Advanced

Networks administration- Advanced

Office application& Database processing- Word, Excel, Access- Advanced

Project management and development- Advanced

Internet applications- Outlook, Internet Explorer etc- Advanced

Other skills or details that is relevant to your CV

Professional skills: system design and development

Experience in collaborative work in international team

Capacity to have initiative, tenacity and innovative activities in order to obtain the best results