



Andrei Apetrei

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Objective

To be the best you business consultant you can get .

Experience

2015-2016

CEO at Alcos Bioprod SRL

Alcos Bioprod is the continuation of environmental business development started as a personal project in earlier years. The goal is to make farmers aware of the easiest and most profitable plantations available for their soil types and current climate conditions.

As CEO it is my duty to seek out better opportunities for my already established client base.

Introduced new cultures for efficient and environmental land usage. The focus is now :

- Paulownia
- Hemp for seed and fiber
- Blackcurrant
- Plants for essential oils .

Working on developing whole integrated business solutions for local agriculture.

Have exceeded sales goals for the year in case.

2011-2015

PFA Andrei Ghe Apetrei.

A personal project that is aimed at combating the large scale deforestation and agricultural land misuse happening in Romania. After many years of study and traveling around the world I decided to start the en-devour by reforestation of underutilized land with Paulownia trees .

Main target of the project where to get to 100 hectares of Paulownia plantations in order to gain negotiation power with lumber processing mills.

Have achieved many satisfied customers totaling over 100 hectares .

Have secured exclusive rights over the genetic material imported from China.

Have set up strategic partnerships with local lumber processing plants as well as connected businesses in energy production and agriculture.

2005 -2011

Managing Partner at Quantum Consulting & Management SRL

Proud to develop Adnana Residence first passives house project in Romania 0 Carbon emission. Fully built fully sold.

Work with big name on acquisition of the land for development such as:

- FAN courier Romania
- Raptis Kavouras Greece
- Terra Kapital & Management USA
- Hernessa 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 inquiring 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, 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.

2004 -2005

Managing Director at 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

2002-2004

Agency Manager at Hamptons International

Duties include:

- 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

1996 -2001

Acquisition manager at 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 UK.

Key day to day duties included:

- identifying appropriate sites,
- 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 managed external professional teams, including solicitors, agents, and planning consultants on a project by project basis.

Understanding the market positioning of all brands

Fully researched the local property market and develop and maintain contact with key agents, developers and local authorities to identify all potential opportunities.

Prepared financial appraisals, and prepared 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.

Negotiated contracts in line with company best practice, ensuring we secure sites without compromising the quality of our operating, physical and financial asset, with maximum flexibility on timings.

Worked with the construction team to secure the requisite planning consent and obtain licensing consents, together with any appropriate planning agreements.

1991 – 1996

Transport Manager at Royal Mail

Public Company; 10,001+ employees; Logistics and Supply Chain industry

Reporting directly to the Service Operations Manager, the primary objective of this role was to ensure optimal performance for a fast paced, multi customer handling site which stores, picks, packs and dispatches high value products across the South East.

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 unionized 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

1990- 1991

Founder of Andra SRL Vaslui. Commerce and Bakery

First private company registered in the County an No 12 In Romania. Built from scratch starting with 1000 USD in 1990 sold for 100000 USD in 1991.

1982 – 1989

Senior purchase manager at Mecanica Vaslui

Lead the procurement function and overseen all aspects of purchasing, negotiations, strategy, tool and process implementation for procurement related to goods and services

- Provided leadership and direction to the procurement organization.
- Managed and develops resources to deliver business partner satisfaction and achievement of Mecanica Vaslui business and financial objectives.
- Negotiated favorable contractual terms and conditions for Electrical and Electronic Department in Mecanica Vaslui with suppliers.
- Built strong relationships with producers publisher partners, fostering collaboration and teamwork
- Delivered on cost reduction commitments through the identification, development and execution of strategic sourcing initiatives
- Supported Sales Organization in strategic situations
- Developed and implemented 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.
- Developed, implemented and maintained procurement policies and review on a regular basis to ensure relevance and conformance with best practices and ensure compliance with internal and regulatory policies.

- Established Total Cost of Ownership (TCO) practices and reinforced through regular benchmarking, periodic RFP's, and supplier performance metrics reporting

Abilities

- Contract Negotiation
- Development
- Sales
- Management
- Development Strategy
- Business development

Education

1966-1974

General school Nr.4 Vaslui.

1974 1978

Liceul Mihail Kogalniceanu Vaslui.

2002-2003

Thames Valley University Business Management