

Curriculum Vitae

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Professional Summary
Seasoned executive with over 20 years of international experience leading commercial operations, contract management, and business development across infrastructure, energy, and transport sectors, delivering €4B+ in capital projects across Europe and the Middle East. As Deputy General Director, I shaped corporate strategy, led enterprise-wide procurement and contract governance, and built organizational clarity through new procedures, HR and financial systems — aligning operations with long-term business priorities. Throughout my career, I’ve driven revenue growth of up to 40% across multiple business units, led multicultural teams through complex negotiations and claims, and advised C-suite stakeholders on commercial risks, performance, and strategic partnerships. I bridge technical depth with commercial strategy to transform vision into execution and scalable growth, unlock new markets, and build resilient, high-performing organizations. Certified in CPCM, MCIArb, and RICS Mediation, with a leadership style rooted in transparency, stakeholder trust, and legacy-driven transformation.

Core Competencies
✓ Executive Leadership & Strategic Direction ✓ Commercial Strategy & Contract Governance ✓ Business Development & Growth Acceleration ✓ Organizational Transformation & Change Leadership ✓ Operational Excellence & Lean Management (LSSBB Certified) ✓ Cross-Border & Multicultural Team Leadership ✓ Stakeholder Engagement & Client Relationship Management ✓ Procurement Optimization & Vendor Management ✓ Financial Oversight, Budgeting & P&L Accountability

Qualification			
Academic			
Academic Degree	Date	Name of Institution	Country
Bachelor Engineering Degree (Honors), Civil and Infrastructure Engineering	2009	University of Derby	United Kingdom
Engineering Diploma Roads and Bridges	2004	Technical University of Construction Bucharest	Romania
Professional			
Training / Certification		Institution	
Master in Business Administration		Academia Britanica de Afaceri si Comunicare, Romania	
RICS ACRE™ Accredited Mediator		Royal institute of Chartered Surveyors (RICS), UK	
Certified Professional Contract Manager (CPCM)		National Contract Management Association, USA	

Certified Lean Six Sigma Black Belt	Excelledia, Qatar
Certificate in Islamic Commercial Law	Chartered Institute of Management Accountants, UK
Certificate in Claims Preparation and Dispute Management	College of Contract Management, UK
Project Management Professional (training course)	Project Management Institute
Member of Chartered Institute of Arbitrators (MCI Arb)	Chartered Institute of Arbitrators (CI Arb), UK
New Managers and Directors Program	Ernst and Young, Romania
Primavera Risk Management	Infinity Business Solutions, Romania
Primavera P5 Project Management	Total Soft Company, Romania
The Practical Management of Contract Claims and the Resolution Disputes under 1999 FIDIC Conditions of Contract	ECV and FIDIC, Romania

Experience				
Period (year)		Designation Position	Employer's Name and Address	Project Name and Description
From	To			
2024	2025	Deputy General Director	Aduro, Romania	Expansion of Mihail Kogalniceanu Air Base (Base 57) – Phase I Project Scope: Construction of a new military runway and supporting infrastructure Includes: taxiways, administrative buildings, and communications facilities Contract Value: Approx. €300 Million
Duties and responsibilities				
- Designed and implemented strategic objectives focused on clarity, transparency, performance, and people wellbeing. - Participated in the executive board for major projects, aligning decisions with corporate priorities. - Led €10M+ contract negotiations and strategic procurement initiatives across business units. - Developed HR role/responsibility/salary matrices to support organizational clarity and equity. - Conducted interviews for director-level positions, shaping leadership succession. - Attended high-level meetings with key clients and institutional partners. - Defined procedures for payments, procurement, and contract governance. - Participated in joint-venture formation and strategic partnership planning. - Oversaw €40+M budget planning, P&L reviews, and cash flow forecasting for 2025.				
Period (year)		Designation Position	Employer's Name and Address	Project Name and Description
From	To			
2022	2023	Expert Procurement	Qatar Railways, Qatar	Operational Insurance Programme; Facilities Management; Civil Corrective Maintenance; Assessment of LRT and Road Traffic Signalling Integration; Provision of Travel Services for Qatar Rail; Call-off for ISA & Safety Monitoring Services.
Duties and responsibilities				
- Prepared tender documentation and procurement strategies for several tenders, subject to approval by internal procurement committees. - Led the evaluation of qualification documents submitted by bidders, ensuring compliance with tender requirements and technical specifications. - Coordinated with technical departments to issue clarification requests based on document reviews and feedback. - Drafted contract frameworks and commercial terms in alignment with corporate governance and project requirements.				

- Collaborated with internal departments to ensure compliance with procurement procedures and timelines.

Period (year)		Designation Position	Employer's Name and Address	Project Name and Description
From	To			
2020	2021	Commercial and Contracts Manager	IMAR Trading and Contracting, Qatar	<u>Katara Twin Tower Hotel Project, Lusail, Qatar</u> Project key data: Supply, Delivery and Installation of Construction for the Interior Fit-out and Finishings to Front of House (FoH) areas, Rooms and Public Areas and for the MEP Services including Front of House (FoH) and Back of House (BoH) Kitchen and Laundry at Katara Twin Tower, Lusail

Duties and responsibilities

- Managed the commercial and contractual aspects of the Project, both upstream (Client) and downstream (Subcontractors), with the objective of minimizing risks, maximizing opportunities and avoiding disputes;
- Managed multicultural team that formed the commercial and contracts department;
- Led the contractual and commercial negotiation that preceded the award of all the Subcontractors;
- Worked closely with C-suite and stakeholders to ensure procurement activity meets business needs, while providing objective advice and guidance, for instance in tender launch/evaluation and moderation;
- Provided quality advice and guidance to Project Management/team on all aspects of the procurement process, supported by expert technical knowledge including relevant legislation and best practice;
- Responsible for delivering the Company's vision and working with the Lead Procurement to support them in delivering the agreed priorities;
- Provided advice to Project Management Team and staff on all commercial and contractual matters related to the project;
- Served as the Project's representative for any issues related to commercial and contractual matters;
- As a member of a Project Team advised and provided strategic input and Commercial expertise to support the Project to enable the:
 - ✓ Establishment of robust and consistent change control processes on the Project to ensure that appropriate Contract Price adjustments are identified and agreed with the Client;
 - ✓ Identification and calculation of appropriate risk and opportunity allowances and their active management;
 - ✓ Delivery of consistent value and cost reporting, as required for Business Unit and Project control and review;
 - ✓ Securing consistent commercial processes and philosophies, succession planning, staff selection, development and training and dispute management;
 - ✓ Identification and implementation of process and/or efficiency improvements;

Period (year)		Designation Position	Employer's Name and Address	Project Name and Description
From	To			
2016	2019	Contract Lead and Claims Manager	Egis Rail, Qatar	<u>Gold Line Underground Metro, Qatar</u> Project key data: • 32 km bore tunnelling • 6 TBMs utilised simultaneously

				• 1 million m3 of concreting • 128,000 tunneling segments • 10 underground fitted out stations • 2.5 million m3 of excavation for stations Contract Value approx.. EUR 3.2 Billion
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Duties and responsibilities

- Managed multi-discipline resources working on claims and variations to ensure cost effective, quality, and timely input;
- Advised on matters of a potentially contentious nature related to the project;
- Prepared, briefed, and advised the project management/client in respect to claim resolution, defenses, and counter-claims strategy;
- Led and developed strong communication and working relationships with team, top management, and client;
- Contract Negotiation:
 - ✓ Reviewed Cost Estimates for Settlement Agreement discussions with Contractor's representatives;
 - ✓ Part of the leading team that negotiated and settled Contractor's claims.
- Contract Management related to Contractor's Claim:
 - ✓ Overseen contract negotiations, management of claims and disputes;
 - ✓ Prepared/Reviewed Initial Brief and Detailed Analysis describing the events, facts and contractual merits;
 - ✓ Evaluated the impact of various Contractor's delays and prolongations as well as discrete, concurrent or overlapping events;
 - ✓ Identified parties responsible for the delay and analyzed Time Impact Analysis (TIA);
 - ✓ Prepared rebuttals to Contractor's Claims.
- Contract Management related to PMC scope:
 - ✓ Prepared/Reviewed contractual correspondence on a daily basis, identified potential claims;
 - ✓ Identified potential liabilities, risks, issues and disputes arising;
 - ✓ Reviewed internal processes and procedures (Claims, KITOs);
 - ✓ Revised the Early Bonus Achievement mechanism and followed-up on the implementation;
 - ✓ Updated Client's Claims Database;
 - ✓ Built and managed relationships with cross-divisional contacts at all levels; establishing an effective working relationship between all members of the team in order to better understand the effects of any change in scope.
- Team Management & Client Interfacing:
 - ✓ Provided feedback and day-to-day coaching to staff within this discipline;
 - ✓ Continually assessed technical skills versus needs and implement measures to ensure optimal technical capability of the Team;
 - ✓ Represented the PMC in communications with the Client, Contractor and Sub-Contractors;
 - ✓ Prepared and reviewed presentations related to changes in the contract scope, to be presented for Client's approval.

Period (year)		Designation Position	Employer's Name and Address	Project Name and Description
From	To			
2015	2015	Commercial Director	Albaker Architects, Qatar	<u>Albaker Tower 1&2</u> – Conversion of Albaker Tower 1 & 2 from office building to a hotel. Project key data:

				• 426 hotel rooms • Plot Area 5,320m2 • Total GFA 37,805m2 • Hotel Height 203 Meters / 47 floors
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Duties and responsibilities

- Advised efficiently on commercial and contractual rights and interpretation;
- Provided quality advice and guidance to Project Management/team on all aspects of the procurement process, supported by expert technical knowledge including relevant legislation and best practice;
- Engaged in head-to-head negotiation with local Engineering Consultancies;
- Managed key customer and stakeholder relationship;
- Built and managed relationships with cross-divisional contacts at all levels, establishing an effective working relationship between all members of the team to better understand the ongoing projects;
- Performed all other duties as delegated by the CEO, or as per business requirements.

Period (year)		Designation Position	Employer's Name and Address	Project Name and Description
From	To			
2012	2014	Performance Improvement Manager, Business Advisory	Ernst & Young, Romania	<u>Grid Loss Reduction</u> Implementation Program • The program was executed on behalf of a major international energy player active in the Romanian market. • Analyzed the entire value stream of the grid and identified all factors and scope of changes that could contribute to the reduction of grid losses. • Provided solutions and optimized processes and procedures with impact on grid losses aligned to the current and future structure of the client. <u>Master Plan for Constanta Port</u> • Develop the master plan for Constanta Port, the largest Romanian Port. <u>Intermodal Transportation Centre in North East Romania</u> • Managed the Senior Consultants selected to deliver the market analysis, traffic forecast, cost benefit analysis and preparation of financing request.

Duties and responsibilities

- Increased Advisory Service Line revenue;
- Led three major projects (energy and construction) and cross cultural and functional teams of up to 30 people (including directors, lawyers, detectives and senior & external consultants);
- Identified and secured new business opportunities, partnerships, and alliances;
- Designed and proposed business case for expanding the Advisory Services;
- Identified opportunities; prepared financial and technical offers; identified and assembled necessary staff and subcontractors; assured client interface;

- Applied the tools and techniques of strategic sourcing to achieve business outcomes through sound market analysis, commercial acumen and strategy formulation, resulting in improved quality of services and/or financial savings - and, in all cases, value for money.
- Performed business analysis, functions & processes re / design, KPI definition, payment mechanisms;
- Led and developed strong communication and working relationships with staff, management, subcontractors, public agencies and clients which supports collaborative work practices;
- Ensured the effective functioning of teams by using appropriate interpersonal styles to promote team cohesion and collaboration;
- Managed own continuous development and support the development of colleagues;
- Provided feedback and day-to-day counselling to assigned staff.

Period (year)		Designation Position	Employer's Name and Address	Project Name and Description
From	To			
2010	2012	Project Manager (Transport & Infrastructure)	WSP Group SRL, Romania	• Supervision of the Rehabilitation works for <i>Highway National Road (NR) 6 between Craiova and Alexandria</i>, Romania • Supervision of Construction works for Alexandria By-pass Highway, Romania • Supervision of Construction works for Caracal By-pass Highway, Romania

Duties and responsibilities

- Identified and secured new business opportunities, partnerships, and alliances, leading to Service Line revenue increase;
- Applied the tools and techniques of strategic sourcing to achieve business outcomes through sound market analysis, commercial acumen and strategy formulation, resulting in improved quality of services and/or financial savings - and, in all cases, value for money;
- Managed key customer and stakeholder relationship;
- Identified opportunities and joint venture partners;
- Identified and assembled necessary staff and subcontractors;
- Managed the implementation of the projects;
- Represented the Infrastructure Unit in communications with the Client, Sub-Contractors and JV partners, serving as an organizational ambassador;
- Drove branch performance through leading a team of professional employees towards achievement of strategic objectives;
- Coordinated the monthly reporting for the Service Line, i.e. P&L, WIP and Order Book.

Period (year)		Designation Position	Employer's Name and Address	Project Name and Description
From	To			
2009	2010	Head of Project Management, Delay Analysis & Forensic Planning	Techno Engineerin g and Associates, Romania	• Construction of Campina - Predeal Railway (Red FIDIC - works value approx. Euro 140 million) • Construction of <i>Arad - Timisoara Motorway</i> (Red FIDIC - works value approx. Euro 140 million) • Design and Build of <i>Constanta By-pass Motorway</i> (Yellow FIDIC - works value approx. Euro 140 million)

				• Design and Build of <i>Arad By-pass Motorways</i> (Yellow FIDIC - works value approx. Euro 100 million) • Design and Build of <i>Arad By-pass Motorways</i> (Yellow FIDIC - works value approx. Euro 100 million) • Widening and rehabilitation of highway National Road (NR) 1 (Red FIDIC - works value approx. Euro 100 million) • Water, Sewerage, Drainage and Associated Urban Roads Network Systems in Baneasa City Area (Red FIDIC)
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Duties and responsibilities

- Managed the internal and external delay analysis experts that prepared the delay analysis and forensic planning for the on-going major transport infrastructure projects (motorways, highways and urban roads, railways) by using Critical Path Methodology (CPM).
- Coordinated department activities and staff, making sure the company's procedures and policies are adhered to.
- Identified potential liabilities, risks, issues and disputes arising.
- Advised efficiently on contractual rights and interpretation.
- Performed risk/claim assessment and management for transport infrastructure construction contracts.
- Investigated all types of Construction claims such as: changes in scope, disruption, constructive acceleration of works, lack of performance, design error and omission, defective or incomplete work, time delays, denial of Site Access, unforeseeable physical conditions, errors in the employer's requirements, employer's risks, termination for convenience or for default and to examine and assemble the relevant documents in order to prove entitlement.
- Provided proactively recommendations & advice on how to avoid any additional cost and where not possible how to minimize the costs of legitimate claims.
- Ensured the successful execution of construction contracts according to agreed commercial obligations, financial and qualitative targets.
- Supervised the preparation of Statements of Cases, rebuttal and rejoinder documents.
- Attended DAB and arbitration hearings.
- Managed overall allocation of company resources (50 people).

Period (year)		Designation Position	Employer's Name and Address	Project Name and Description
From	To			
2007	2009	Highways Management Consultant	Scott Wilson Limited, UK	• Interactive Speed Signs - The company was commissioned by the Nottinghamshire County Council (NCC) to install 42 permanent interactive speed signs (ISS) across the county. • Renewal and Upgrade of Bus stops in Derbyshire County • Right Turn Lane Missing Safety Barrier at Marston on M1 Motorway - Scheme identification study for A M Scott, Managing Agent Contractor for Area 7.

Duties and responsibilities

- Led the preparation of feasibility, preliminary and detailed design reports for developers/local authorities under the 3 Counties Alliance Partnership.

- Designed and implemented transport infrastructure schemes, complying with applicable provisions of Design Manual for Roads and Bridges (DMRB, UK).
- Assured compliance with Construction Design and Management Regulations (CDM 2007).
- Ensured that contractual obligations, timelines and risks are identified and properly managed.
- Ensured the timely input and completion of the Clients reports and deliverables.
- Managed the end-to-end procurement process for the Interactive Speed Signs project.

Period (year)		Designation Position	Employer's Name and Address	Project Name and Description
From	To			
2005	2006	Head of Site Technical Office	Grassetto Lavori SPA, Romania	• <u><i>Rehabilitation and Widening to 4 lanes of highway National Road (NR5)</i></u>

Duties and responsibilities

- Rehabilitation and Widening to 4 lanes of *Highway National Road (NR5)*; Project length: approximately 36 km; Value of works: over Euro 60 mil.
- Coordinated all activities of the office including preparation of plans, contracts, budgets, bills of quantities and risk assessments.
- Analyzed actual site conditions and proposed design solutions for modifying working drawings
- Supervised measurement of quantities and calculations for processing contractors IPAs and IPCs for Roads and Bridges (DMRB, UK).
- Ensured all site costs are recorded in detail to provide transparent feedback in order improve the tender and budget preparation of future contracts.
- Ensured the correct Site Purchasing process and tools are in place and followed.
- Prepared and reviewed contractual correspondence on a daily basis, identify potential claims, prepare claim notifications.
- Identified potential liabilities, risks, issues and disputes arising.
- Managed the process of contract change through execution.

Period (year)		Designation Position	Employer's Name and Address	Project Name and Description
From	To			
2001	2004	Highway Design Engineer/CAD Technician	Consitrans, Romania	Feasibility Study for: • Targu Mures By-pass between National Road (NR) 13 and NR 15 • Highway NR56 Craiova - Calafat Rehabilitation Project, and for By-pass Craiova South Project • NR67C Targu Jiu - Ramnicu Valcea Rehabilitation Project (TransAlpina) Technical Project and Working Drawings for: • Rehabilitation of Highway NR 55 Craiova to Vama Bechet • Highway NR67 Drobeta Tr. Severin - Goranu Rehabilitation Project

				Working Drawings for: • Highway NR13 Brasov - Sighisoara Rehabilitation Project Feasibility Study, Technical Project and Working Drawings for: • ICME ECAB SA Factory Roads Rehabilitation Project • Rehabilitation of Highway NR6 Craiova to Filiasi • Review of the Feasibility Study and Working Drawings for the Highway NR5 Adunatii Copaceni - Giurgiu km 23+200 - 59+100 Widening at 4 lanes Project • Undertaking of Technical Project and Working Drawings for the Rehabilitation of Highway NR67 Drobeta Tr. Severin to Goranu
Duties and responsibilities				
• Verified/designed, for over 20 highway projects, horizontal layouts, cross sections and longitudinal profiles using AutoCAD and PISTE+ software (for all design stages: feasibility study, technical project, detailed drawings). • Designed drainage systems. • Prepared bills of quantities for assigned projects.				