

STEFANESCU CRISTIAN ALEXANDRU

Personal Details:

Birth date: 24th August 1980

Marital status: Married

Contact details:

Mobile:

Email address:

Studies:

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|-------------|---|
| 2003 – 2005 | Master in Business Administration at the Romanian American University
Dissertation paper on Business Management and Change Management |
| 1998 – 2002 | The Romanian American University of Bucharest, Faculty of Internal and International
Commercial, Financial and Banking Relations (graduated) |

Professional experience:

January 2012 – Present

General Manager – Uvedenrode Consulting

First Subway restaurant opened in Romania under a franchise agreement.

October 2008 – December 2011

Corporate Team Leader – Corporate Division, Piraeus Bank Romania.

The main objective was to identify and to attract new clients and to manage and develop the relationship with the existing clients in the corporate portfolio.

The main responsibilities:

- Coordinating and leading the activity related mainly to the corporate clients, in accordance with the bank's strategy, fulfilling the bank's targets
- Analyzing the credit packages prepared by the credit analysts and by the relationship managers and proposing them for further approval to the Credit Committee
- Organizing and effecting periodically controls and analysis of the portfolio of the department
- Analyzing and managing the statistical reports requested by the Executive Committee regarding the credits and deposits portfolio and the cross sales activity.
- Identifying new market opportunities
- Attracting new clients
- Developing the relationship with the existing clients
- Promoting, negotiating, structuring the banking products for the clients
- Preparing monthly reports regarding the activity of the clients in the Corporate portfolio, as well as periodical reports regarding the department's activity and achievements
- Evaluating the performances of the subordinated employees
- The development of new business lines and products for the bank including their implementation.

June 2006 – September 2008

Relationship Manager – Corporate Division, Piraeus Bank Romania.

The main objective is to identify and to attract new clients and to manage and develop the relationship with the existing clients in the corporate portfolio.

The main responsibilities:

- Analyzing the credit packages prepared by the credit analysts and by the relationship managers and proposing them for further approval to the Credit Committee
- Identifying new market opportunities
- Attracting new clients
- Developing the relationship with the existing clients

- Promoting, negotiating, structuring the banking products for the clients

June 2005 – May 2006

Financial Manager – Muntenia C.A. Bucharest, Romania

Responsibilities included the set up of a financing system for EU backed agriculture projects along side with managing the business relationship with customers

April 2003 – May 2005

Relationship Manager – Corporate Customers, Credit Europe Bank (Romania) S.A. (former Finansbank (Romania) S.A), Bucharest, Romania

Main responsibilities:

- Making presentations to the clients/ prospects
- Identifying clients' needs and recommending to them those banking products and facilities that met their needs; Promoting, negotiating, structuring the banking products for the clients
- Analyzing the credit requests and preparing the credit applications, taking action in case the client does not meet all the credit terms and criteria; analyzing the clients' requests and their financial performances
- Identifying new market opportunities
- Attracting new clients
- Developing the relationship with the existing clients
- Preparing the periodical reports regarding the activity of the clients in the existing portfolio

September 2002 – April 2003

Relationship Manager, WizRom Software, Bucharest Romania

Main responsibilities:

- Making presentations to the clients/ prospects
- Attracting new clients
- Preparing the periodical reports regarding the activity of the clients in the existing portfolio

Other courses:

Management Academy – organised by Ascendis

Management Trainee program organised by Credit Europe Bank (Romania) S.A. (former Finansbank (Romania) S.A), Bucharest, Romania

Entrepreneurship – conception of business plans course, organized by the Romanian American University and James Madison University;

Foreign Languages:

English – Excellent,

French – Intermediate