

## Curriculum vitae



### Personal dates

Name / First name **Bodea Izidor**  
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Nationality(es) romanian  
Date of birth 14.06.1976  
Gender M

### Professional experience

Period 2005 - present  
Occupation or job title **General Manager and Senior Consultant in Management**  
Company **Result Development**  
Main activities and responsibilities **General Manager**

- Building and implementing the business plan for Result Development company
- Establishing specific objectives for each department, oversees and provides support for strategies, politics and procedures implementation
- Negotiates and manages the contracts with company key partners administrează (providers, clients)
- Studying and developing new methods and procedures in management, for business efficiency
- Representing the company in all the summit meetings, with authorities, business groups and potential partners
- It informs permanently about the new reglementations referred to the company's activity and makes the necessary changes
- Oversees the preparation and the management of budget, is responsible for business efficiency and profit growth
- Analyzing and monitoring the financial reporting in terms of compliance with the developed business plan
- Coordinates the daily's activity of subordinates; identifying and solving the encountered problems
- Participating in decision-making in recruitment process, integration, training and performances evaluation for subordinates
- Identifying the business oportunities for company, developing strategic objectives and preparing projects that shows to the clients, in order to generate new businesses

### **Senior Consultant / Senior Trainer**

- Develop and manages consulting and training projects in management, in order to maximizing the business of partners
- Creates, adapts and validates tests, questionnaires and other consulting, evaluation, training and coaching tools
- Measure the efficiency level of projects for company clients by using the specific methods
- Shows the evaluation reports to the company clients
- Measure periodically the validity of consulting and evaluation processes
- Realize the annual budget for consulting activities, including the incomes and the expenses
- Manages the budget of consulting projects in according with established procedures
- Asist and evaluate the team performance and the contribution of each member within it
- Propose improvements in workflow processes for incresing the efficiency project, implicit in achieving goals

Period 2002 – 2005

Occupation or job title **Manager of Research Department and Senior Consultant / Senior Trainer**

Company **HRD Human Resources Development**

Main activities and responsibilities

- Elaborates and implements the strategy with research and development internal projects
- Contributes to building and adapting of company's development strategy
- Coordinates the daily's activity of subordinates; identifying and solving the encountered problems
- Ensures development plans for subordinates: motivating, coaching, periodically evaluation
- Provides support to the recruitment and selection, training and consulting departments, by integrating the research-development part
- Coordinates the research projects to the company's clients
- Develop and manages consulting and training projects in management in order to maximizing the partners business

Period 1999 - 2002

Occupation or job title **Manager of Research Projects and Consultant in Human Resources**

Company **HRD Human Resources Development**

Main activities and responsibilities

- Coordinates the research projects to the company's clients
- Allocates matyerials and humans resources for beginning the project (employees, equipment, raw materials, subcontractors etc.)
- Produces specific documentation for each participant to the project
- Elaborates and implements the evaluation and monitoring systems
- Controls the development project from all point of view (financial, qualitative, as delivery terms)
- Reports to the client in initially established stages referred to the modality of development project
- Provides support to the project participants for performing tasks in terms of required standards
- Solving problems that may arise in unexpected situations, including recalculating of development project and negotiate the new conditions with client
- Keeps permanently the contact with client and request him participating to the development project in initially negotiated limits
- Evaluates the project in testing phases and initiates the necessary changes
- Delivers the final results of project and ensure their reception in good conditions
- Evaluates the project results after a certain delivery period, in terms of client satisfaction and of objective improvements in his activity.

**Education and studies**

Period 1996 - 2000  
 Name and type of educational institution/ training provider Spiru Haret University, Faculty of Sociology - Psychology  
 Qualification / obtained certificate Licensed  
 Main subjects studied / obtained professional skills
 

- General psychology
- Social psychology
- Psychodiagnostic
- Psychotherapy
- Methodology of research

Period 2003 - 2005  
 Name and type of educational institution/ training provider Academy of Economics Studies, Faculty of Management  
 Qualification / obtained certificate Certificate Master in Business Administration – theme: Sales Management  
 Main subjects studied / obtained professional skills
 

- Company’s strategies
- General management
- Sales management
- Human resources management

Period 2010 - 2013  
 Name and type of educational institution/ training provider Romanian Academy, National Institute of Economic Research „Costin C. Kirițescu”  
 Qualification / obtained certificate Certificate Ph.D. in Economics – theme: Eco behaviour impact of companies management on business performance indicators  
 Main subjects studied / obtained professional skills
 

- Macroeconomics
- Microeconomics
- Contemporary economic theories
- Econometrics
- Management

Known foreign language(s)

Autoevaluation

European level(\*)

**English**

Driving license

Understanding		Speaking		Writing
Listening	Reading	Conversation	Oral speech	Written expression
advanced	advanced	advanced	advanced	advanced

yes, B category, since 1998