



Curriculum vitae Europass

Personal Information

Surname/ Name **Ioniță Cătălin Gabriel**
Address Bucharest, Sector 1, Romania
Phone
Nationality Romanian
Birthdate 10.07.1985
Gender Male

Professional Experience

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| Period | April 2022 - Present |
| Occupation or position held | Project Manger |
| Main activities and responsibilities | Project Manager for IT applications |
| Name of employer | Estee Lauder Companies |
| Type of business or sector | Beauty Prestige/IT |
| Period | May 2021 – April 2022 |
| Occupation or position held | Project Manger |
| Main activities and responsibilities | Project Manager for IT applications/banking |
| Name of employer | Deutsche Bank |
| Type of business or sector | IT Banking |
| Period | August 2020 – May 2021 |
| Occupation or position held | Product Manager – Digital Channels |
| Main activities and responsibilities | Managing the development activities for mobile banking IT apps |
| Name of employer | UniCredit Services |
| Type of business or sector | IT Banking |
| Period | January 2013 – August 2020 |
| Occupation or position held | Research Coordinator/Management Consultant/Project Manager |
| Main activities and responsibilities | <ol style="list-style-type: none">Consultancy for the development and implementation of projects financed by the EU by applying the following methods:<ul style="list-style-type: none">• Identification of potential funding sources.• Customer eligibility analysis.• Assistance in the preparation of the financing file.• Preparation of marketing studies.• Preparation of business plans, feasibility studies and financial forecasts.• Cost-benefit analysis and funding requests in accordance with the Guide for applicants.• Assistance during project implementation. |

- Elaboration of documentation related to pre-financing requests and reimbursement requests.
- Elaboration of periodic Technical Progress Reports.
- Elaboration of monthly status reports regarding the development of project activities.
- Monitoring compliance with all the provisions of the Financing Agreement.
- Support the beneficiary in the relationship with the Management Authority/Intermediary Body, which includes clarifications and requested reports, notifications, and additional documents to the financing contract.
- Checking the eligibility of expenses and all the financial-accounting documents necessary for the implementation of the project.
- Verification of the accounting records related to the financial operations carried out at the project level.
- Cash-flow monitoring and financial forecasting.

2. Consultancy for the improvement of internal procedures at the organizational level:

- Identification of internal processes at the organizational level.
- Collecting data from the organization level.
- Conducting interviews with relevant actors within the organization.
- Validation of collected data.
- Identification of the processes and procedures at the organization level that will be affected by the proposed changes.
- Creation of workflow diagrams both for the analysis of the situation and for the proposals offered.

3. Industrial research in the field of IT

- Elaboration of work algorithms appropriate to the requirements of the market segment.
- Ensuring that the project contains proposals for modern solutions with proven efficiency.
- Ensuring the compliance of the solution with the financier's requirements and identifying possible non-conformities to remedy them.
- Ensuring that the IT&C solution is designed starting from the analysis of the project's objectives, the current state of the art and conducting interviews with potential users of the innovative online recruitment solution to define their technical content.
- Ensuring that the IT&C solution is designed starting from the critical points, from the existing technological developments and those foreseen for the efficient use of the equipment and the development of the company.
- Business analysis of the current state of the art, similar applications existing in the market, but also the technical solutions that can be used in the development of the innovative online recruitment solution.
- Cause-effect analyses, the technical efficiency, and the opportunity to make the investment in order to develop the technical content of the innovative online recruitment solution.
- Develops recommendations regarding the technical solution.
- Carry out studies on the impact of the proposed technologies;

Name of employer

S.C Structural Management Solutions S.R.L

Type of business or sector

Management consulting

Period

March 2021 – September 2017

Occupation or position held

European Funds Consultant/Management and IT Consultant

Main activities and responsibilities

- 1. Consultancy for the development and implementation of projects financed by the EU by applying the following methods:**
- Identification of potential funding sources.
 - Customer eligibility analysis.

- Assistance in the preparation of the financing file.
- Preparation of marketing studies.
- Preparation of business plans, feasibility studies and financial forecasts.
- Cost-benefit analysis and funding requests in accordance with the Guide for applicants.
- Assistance during project implementation.
- Elaboration of documentation related to pre-financing requests and reimbursement requests.
- Elaboration of periodic Technical Progress Reports.
- Elaboration of monthly status reports regarding the development of project activities.
- Monitoring compliance with all the provisions of the Financing Agreement.
- Support the beneficiary in the relationship with the Management Authority/Intermediary Body, which includes clarifications and requested reports, notifications, and additional documents to the financing contract.
- Checking the eligibility of expenses and all the financial-accounting documents necessary for the implementation of the project.
- Verification of the accounting records related to the financial operations carried out at the project level.
- Cash-flow monitoring and financial forecasting.

2. Consultancy for the improvement of internal procedures at the organizational level:

- Identification of internal processes at the organizational level.
- Collecting data from the organization level.
- Conducting interviews with relevant actors within the organization.
- Validation of collected data.
- Identification of the processes and procedures at the organization level that will be affected by the proposed changes.
- Creation of workflow diagrams both for the analysis of the situation and for the proposals offered.

3. IT Consultancy

- Elaboration of research and market studies regarding the current state of the technique and the opportunity of its use in the creation of innovative IT platforms.
- Elaboration of market studies regarding the definition of the technical content that can be used in the creation of innovative IT solutions.
- Developing market studies to identify the current state of the art, in terms of similar applications existing on the market, but also in terms of technical solutions that can be used in the development of innovative IT solutions.

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| Name of employer | S.C Power Tech IT Services S.R.L |
| Type of business or sector | IT Consultancy |
| Period | October 2009 – March 2012 |
| Occupation or position held | European Funds Consultant |
| Main activities and responsibilities | <ul style="list-style-type: none"> • Consultancy for the development and implementation of projects financed by the EU; • Project development covering all aspects of the project planning cycle, including project planning, business planning, financial management, eligibility, monitoring and evaluation, to ensure that local, national and EU objectives are met • Providing customer support at all stages of the application process, ensuring that all national and European regulations are met • Preparation and submission of financial reports • Interactive training on a wide range of topics, including, financial management, state aid and public procurement compliance, financial instruments • Preparation of market studies. • Preparation of business plans, feasibility studies and financial forecasts. |

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| | <ul style="list-style-type: none"> • Cost-benefit analysis and funding of Applications in accordance with the Applicant's Guide. • Assistance during project implementation. • Other business performance services. • Involved in the implementation of projects, having among his attributions: <ul style="list-style-type: none"> ○ Control operating costs ○ Project management ○ Financial management ○ Consulting; |
| Name of employer | S.C Teamnet International S.A |
| Type of business or sector | IT |
| Period | April 2011 – December 2013 |
| Occupation or position held | Projects coordinator |
| Main activities and responsibilities | <ul style="list-style-type: none"> • Elaboration of documentation related to pre-financing requests and reimbursement requests. • Elaboration of periodic Technical Progress Reports; • Elaboration of monthly status reports regarding the development of project activities; • Monitoring compliance with all the provisions of the Financing Agreement; • Support granted to the beneficiary in the relationship with the Management Authority/Intermediary Body, including for clarifications and requested reports, notifications and additional documents to the financing contract; • Checking the eligibility of expenses and all the financial-accounting documents necessary for the implementation of the project. • Verification of the accounting records related to the financial operations carried out at the project level. • Cash-flow monitoring and financial forecasting. |
| Name of employer | Centre for Social Assistance and Regional Development |
| Type of business or sector | NGO/ Insertion activities on the labour market |
| Period | March 2008 – October 2009 |
| Occupation or position held | European Funds Consultant |
| Main activities and responsibilities | <ul style="list-style-type: none"> • Consultancy for the development and implementation of projects financed by the EU; • Project development covering all aspects of the project planning cycle, including project planning, business planning, financial management, eligibility, monitoring and evaluation, to ensure that local, national and EU objectives are met; • Providing support to the client at all stages of the application process, ensuring that all national and European regulations are met; • Preparation and submission of financial reports; • Interactive training on a wide range of topics, including, financial management, state aid and compliance with public procurement, financial instruments; • Preparation of market studies; • Preparation of business plans, feasibility studies and financial forecasts; • Cost-benefit analysis and application funding in accordance with the Applicant's Guide; • Assistance during the implementation of the project such as: preparation of documentation related to pre-financing requests and reimbursement requests, preparation of periodic Technical Progress Reports, preparation of monthly status reports regarding the development of project activities and support given to the beneficiary in the relationship with the Management Authority/ The Intermediate Body, including clarifications and requested reports, notifications and additional documents to the financing contract; |

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| Name of employer | Projects Development Consultants |
| Type of business or sector | Management/Consulting |
| Period | January 2009 – April 2009 |
| Occupation or position held | Social economy expert |
| Main activities and responsibilities | HRD POS Axis 6/ DMI 6.1 "Together for a better society" (17,650,000 RON) - Regional expert (Bucharest - Ilfov Region); The general objective of the project aims to improve the participation of a number of 2000 people, belonging to vulnerable groups, in the labour market and the promotion of social inclusion through the development of structures and activities specific to the social economy, through the Regional Resource Centres for the Social Economy |
| Name of employer | ANR |
| Type of business or sector | Romanian Government |
| Period | January 2007 – March 2008 |
| Occupation or position held | Project Manager European Funds |
| Main activities and responsibilities | <ul style="list-style-type: none"> • Writing funding proposals for European funding (PHARE, FSE); • Writing funding proposals for various grants offered by donors such as (OSI, REF, CCFD, RPP); • Preparation of budgets; • Financial reporting for each project carried out by the organization; • Coordination of the financial resources available to the organization; • Planning activities together with department coordinators; • Communication with financiers and donors; • Billing; • Data analysis |
| Name of employer | Romani CRISS, Bucharest |
| Type of business or sector | NGO |
| Education and Training | |
| Period | October 2017 – July 2020 |
| Qualification/diploma | Master's degree |
| Main subjects studied / professional skills acquired | University master's degree program „Management of Business, Innovation and Technology” |
| Name and type of educational institution / training provider | The University of Sheffield |
| Level in national or international classification | Postgraduate studies |
| Period | October 2017 – July 2020 |
| Qualification/diploma | Master's degree |
| Main subjects studied / professional skills acquired | University master's degree program „Management and Digital Innovation” |
| Name and type of educational institution / training provider | National School of Political Science and Public Administration |
| Level in national or international classification | Postgraduate studies |

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| Period | October 2008 – March 2010 |
| Qualification/diploma | Master's degree |
| Main subjects studied / professional skills acquired | University master's degree program „Financial Analysis and Evaluation“ |
| Name and type of educational institution / training provider | Academy of Economic Studies/Faculty of Accounting and Management Informatics |
| Level in national or international classification | Postgraduate studies |
| Period | October 2004 – June 2008 |
| Qualification/diploma | Bachelor's degree |
| Main subjects studied / professional skills acquired | University bachelor's degree program „Public Administration“ |
| Name and type of educational institution / training provider | National School of Political Science and Public Administration |
| Level in national or international classification | University studies |
| Period | November 2020 |
| Qualification/diploma | Professional Scrum Product Owner I (PSPO I) |
| Main subjects studied / professional skills acquired | Product Owner – Agile Project Management |
| Name and type of educational institution / training provider | Scrum.Org |
| Level in national or international classification | Certificate |
| Period | November 2020 |
| Qualification/diploma | Professional Scrum Master I (PSM I) |
| Main subjects studied / professional skills acquired | Scrum Master – Agile Project Management |
| Name and type of educational institution / training provider | Scrum.Org |
| Level in national or international classification | Certificate |
| Period | November 2019 |
| Qualification/diploma | Design Thinking |
| Main subjects studied / professional skills acquired | Design Thinking - Agile Project Management |
| Name and type of educational institution / training provider | Design Thinking Academy |
| Level in national or international classification | Diploma |
| Period | April 2014 |

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| Qualification/diploma | Certificate of membership in FEACO and ICMCI |
| Main subjects studied / professional skills acquired | Management Consulting |
| Name and type of educational institution / training provider | AMCOR (Member FEACO Brussels and ICMCI, SUA) |
| Level in national or international classification | Certification |
| Period | February 2012 – April 2013 |
| Qualification/diploma | Project Manager certificate |
| Main subjects studied / professional skills acquired | Project Management |
| Name and type of educational institution / training provider | CODECS, Bucharest |
| Level in national or international classification | Course |
| Period | 2012 |
| Qualification/diploma | Public Acquisitions Expert certificate |
| Main subjects studied / professional skills acquired | Public Acquisitions |
| Name and type of educational institution / training provider | CNFPA |
| Level in national or international classification | Course |
| Period | 2012 |
| Qualification/diploma | Project Manager certificate |
| Main subjects studied / professional skills acquired | Project Management |
| Name and type of educational institution / training provider | CNFPA |
| Level in national or international classification | Course |
| Period | 2010 |
| Qualification/diploma | European Funds Expert certificate |
| Main subjects studied / professional skills acquired | European Funds |
| Name and type of educational institution / training provider | CNFPA |
| Level in national or international classification | Course |
| Period | October 2008 – March 2009 |
| Qualification/diploma | Enterprise Evaluation certificate |
| Main subjects studied / professional skills acquired | Enterprise Evaluation |

Name and type of educational institution / training provider ANEVAR (National Association of Appraisers from Romania)

Level in national or international classification Course

Skills and competencies

Mother tongue Romanian

Languages

Self-evaluation
European level (*)

English

German

| Comprehension | | | | Speaking | | | | Writing | |
|---------------|------------------|---------|------------------|--------------|------------------|----------|------------------|---------|------------------|
| Listening | | reading | | Conversation | | Speaking | | Writing | |
| C 1 | Experienced user | C 1 | Experienced user | C 1 | Experienced user | C 1 | Experienced user | C 1 | Experienced user |
| A 1 | Basic User | A 1 | Basic User | A 1 | Basic User | A 1 | Basic User | A 1 | Basic User |

(*) The level of the Common European Framework of Reference for Foreign Languages

Social skills and competences Self-taught, communicative spirit

Organisational skills and competences Good business sense, Strategic planning, Creative, Customer orientated, Analytical, Strong market sense, Tech-savvy, Time Management, Problem solving

Technical skills and competences JIRA, Confluence, PPM, ALM, Microsoft Project, Trello, Slack, Balsamiq, Tableau, SPSS, JASP, SurveyMonkey, Smart PLS, Office Suite (Microsoft Word, Microsoft Excel, Microsoft PowerPoint, etc)

Other skills and competences **Conferences**

1. Conference Cost-Benefit Analysis and Evaluation of Public Interventions in Romania, Bucharest, October 9 - 10, Chamber of Commerce and Industry, Bd Octavian Goga no. 2, Sec 3, Al Ioan Cuza room, Bucharest National Evaluation Conference, February 18 2009, Novotel Hotel
2. Strategica - Challenging the Status Quo in Management and Economics, 6th edition, 11-12.10.2018, Bucharest;
3. Lumen, Communicative Action & Transdisciplinary in the Ethical Society, 23 – 24 November, Târgoviște
4. International Conference on Sustainable Development 7th ICSD 2019, 04-05 September 2019, Rome, Italy
5. Business Systems Laboratory – 7th International Symposium, Socio-Economic Systems, Challenges for Sustainable Development in the Digital Era, January 22-24, 2020, Alicante, Spain
6. The 14th International Conference on Business Excellence Business Revolution in the Digital Era, Bucharest, June 11-12, 2020, Bucharest, Romania
7. The 16th International Conference on Business Excellence New Challenges of the Century. Digital Economy and the Green Revolution, Bucharest, March 24-26, 2020, Bucharest, Romania
8. IONIȚĂ, C. G. (2020). The need for rethinking the model of assessing value in the digital economy context. Proceedings of the 14th International Conference on Business Excellence 2020, (pp. 170-181). Bucharest.
9. IONIȚĂ, C. G. (2020). The importance of intangible resources for creating value in the context of the digital revolution. Book of Abstracts of the 7th Business Systems Laboratory International Symposium “Socio-Economic Ecosystems”, (pp. 176-178). Alicante.

Articles

- Ionita, C., Stanciu, A., Tosca, A., & Stanescu, D. F. (2019). Development of an Integrated Game Based Assessment Approach – The Next Generation of Psychometric Testing. *European Journal of Sustainable Development* 8(5), 270-277 Doi: 10.14207/ejsd.2019.v8n5p270
- Tosca, A., Ionita, C., Stanescu, D. F., & Stanciu, A. (2019). Innovative Solutions for Online Recruitment – Gamified Assessment. *Postmodern Openings*, 10(1), 151 – 164 <https://doi.org/10.18662/po/59>
- Stanescu, D. F., Ionita, C., & Ionita, A.M. (2020). Game-thinking in Personnel Recruitment and Selection: Advantages and Disadvantages. *Postmodern Openings*, 11(2), 267-276. <https://doi.org/10.18662/po/11.2/174>
- Ionita, C., & Dinu, E. (2021). The effect of intangible assets on sustainable growth and firm value – Evidence on intellectual capital investment in companies listed on Bucharest Stock Exchange. *Kybernetes*, 50(1), 2823-2849.
- Podhorska, I., Bilan, S., Ionita, C. (2021). The concept of economic-managerial goodwill: International bibliographic research. *Ekonomicko-manazerske spektrum*, 15(2), 111-125 dx.doi.org/10.26552/ems.2021.2.111-125

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