



Amalia Ion

Date of birth: 15/05/1991 | **Nationality:** Romanian | **Gender:** Female |

[REDACTED] | [REDACTED] | [REDACTED] |

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About me: Currently, I am a Ph.D. student and associate professor at the National University of Political Studies and Public Administration, and I am engaged in research and publishing activities, alongside the development of my PhD thesis in the field of Public Policy.

● WORK EXPERIENCE

03/10/2016 – 15/05/2017 – Wörgl, Austria

ROAD FREIGHT OPERATIONS COORDINATOR – TRANSPED GROUPE GMBH

Managing the road freight operations on the route Italy - Scandinavia.

The majority of the time was spent coordinating the traffic between the two European regions (e.g. receiving the freight order from customers, uploading the order in the system, transferring the road freight order to the hauliers, setting the ETA for loading/unloading of goods, sending map access to hauliers for route optimization); during a normal workday, I would also engage in other types of activities such as communication with clients and carriers via e-mail and telephone, managing the relationship with carriers (even during face-to-face meetings), selling/buying one-way road freight orders, having meetings with division managers for the delivery of operation (weekly, monthly) tasks, etc.

29/05/2017 – 11/01/2019 – Gaesti, Romania

MARKET DEVELOPMENT MANAGER – FILIP AND FAMILY SRL

Managing the customer relations operations, and later on the entire production division, including managing the financial and marketing team. The company was active in the manufacturing and selling via their online stores of baby and children apparel to the EU-28 market.

In the first few months, my workday was focused on the development of a stable and productive relationship with the customer base, especially for the clientele of the German, Austrian and Swedish stores. Later on, I have been attributed more workload and responsibilities, being in control of the basic accountancy activities (e.g. gathering, verifying and analyzing the financial databases from Klarna, PayPal, PayU), and financial operations (e.g. making payments, sending the payrolls to the bank for the independent transactions), as well as some production-related operations (e.g. managing the layout and pattern print for the plotter, distributing the production orders to the manufacturing division, designing the new product lines), and even translation tasks. Moreover, I was the contact person for all the foreign office authorities from the EU-28 countries in relation to the VAT operations. During a normal workday, I would discuss with my production manager, financial manager and customer relation manager, we would plan the day ahead in terms of operations and tasks, I would have meetings with the accountant's office for follow-ups on the financial situation of the company, I would ensure a productive workflow for all the departments of the company, and I would discuss possible situations with the company providing hosting, managing and marketing website services.

01/10/2020 – CURRENT – Bucharest, Romania

ASSOCIATE PROFESSOR – SNSPA - PUBLIC ADMINISTRATION FACULTY/PUBLIC MANAGEMENT DEPARTMENT

Seminar activity for master courses Public marketing and Marketing strategies in public affairs

● EDUCATION AND TRAINING

01/10/2010 – 19/07/2013 – Bucharest, Romania

BACHELOR IN MARKETING – Bucharest University of Economic Studies

https://www.ase.ro/index_en.asp

<https://www.fh-kufstein.ac.at/eng/>

<http://snspa.ro/en/>

● LANGUAGE SKILLS

Mother tongue(s): ROMANIAN

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C2	C2	C2	C2	C2
GERMAN	B2	C1	B2	B2	B2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● DIGITAL SKILLS

Microsoft Word | Microsoft Excel | Microsoft Powerpoint | Google Drive | Skype for Business | Google Docs | Microsoft Teams | Outlook | Zoom | Instagram | Facebook | Twitter | Analytical skills | Good listener and communicator | Organizational and planning skills | Decision-making | Team-work oriented | Strategic Planning | Reliability | Written and Verbal skills | Critical thinking | Motivated | Conflict resolution | Flexibility | Gmail | Good time management | Detail-Oriented | Cross cultural skills | Creativity | Empathic listener | Research and analytical skills | Adobe Illustrator Adobe Indesign Adobe Photoshop Adobe Dreamweaver

● PUBLICATIONS

A Content Analysis on the Small and Medium-Sized Enterprises in the United States of America

<https://content.sciendo.com/view/journals/tekhne/17/1/article-p39.xml> – 2019
Content analysis of the Small Business Act of the United States of America

An empirical review of public policies on the sector of SMEs in the European Union

<https://www.sciendo.com/article/10.2478/manment-2019-0033> – 2020
Content analysis of the Small Business Act of the European Union

Innovation and product management – The direction of the 21st century luxury market

<https://content.sciendo.com/view/journals/picbe/14/1/article-p1035.xml> – 2020
Synthesis review of research papers from 2014 to 2019 in the field of luxury products and services, and the development of a new business model for the same industry

China's Urban Development: A Regression Analysis Before and After 1990

https://www.researchgate.net/publication/345730256_Strategica_2020_Preparing_for_Tomorrow_Today – 2020
Linear regression analysis on Chinese urban development

Ethics and Sustainability in Small and Medium-Sized Enterprises Public Policies

<https://proceedings.lumenpublishing.com/ojs/index.php/lumenproceedings/article/view/251> – 2020

Comparative analysis of the SME public policy in the ASEAN region

Innovation Policy and Artificial Intelligence in the Business and Economic Transformation of the European Freight Transport Industry

<https://proceedings.lumenpublishing.com/ojs/index.php/lumenproceedings/article/view/559> – 2020

The article includes a regression analysis on a World Bank database correlating the logistics performance, air freight transport, and railway freight transport to economic, business, social and technology-related variables. The findings are congruent with the basic need for implementation within the freight industry of updated policy, business transformation, knowledge-intensive services and AI algorithms.

Managing Opportunities - Achieving Smart Growth in a Digital Landscape

<https://doi.org/10.18662/lumproc/ibmage2020/50> – 2020

Implications of Smart Learning in the educational decisionmaking process

DOI: 10.35629/8028-0908035765

<http://www.ijbmi.org/vol9-issue-8.html> – 2020

Critical review of the decision-making process in the education system

Human Capital in Digital Economy: An Empirical Analysis of Central and Eastern European Countries from the European Union

<https://doi.org/10.3390/su13042020> – 2021

Comparison of American vs. European SME public policies

2021

Content analysis of US and EU SBA.

In Andrei, J.V., Georgescu, G., Chivu, L., Ioan-Franc, V. (Editors) Harnessing Tangible and Intangible Assets in the context of European Integration and Globalization: Challenges ahead, Proceedings of ESPERA 2019, in print.

Qualitative Analysis of Sustainability and Innovation within the Luxury Business Sector

2021

Content analysis of research in business luxury sector and regression analysis on luxury consumer behaviour.

Journal of the Knowledge Economy, in print.

Business Innovation Policy and the ICT phenomenon

2021

Regression analysis on the convergence between innovation & technology and business & economics across 11 countries from 4 continents.

Journal for International Business and Entrepreneurship Development: in print.

Greening the European Freight Transport

2021

Regression analysis showcasing the possible links to the state of the country's economic sustainability and to the implemented public policies for greening the freight transport industry.

The 15th International Conference on Business Excellence Digital Economy and New Value Creation. Bucharest, Romania, 18-19 March 2021: in print.

2021

Content analysis on research regarding agri-business and blockchain technologies.

Proceedings of 7th BASIQ International Conference on New Trends in Sustainable Business and Consumption. Foggia, Italy, 3-5 June 2021. Bucharest: ASE, in print.

● NETWORKS AND MEMBERSHIPS

15/05/2020 – CURRENT

Member of the European Business Ethics Network

Bucharest

● DRIVING LICENCE

Driving Licence: B

● CONFERENCES AND SEMINARS

10/10/2019 – 11/10/2019 – Bucharest, Romania

6th International Conference Economic Scientific Research - Theoretical, Empirical and Practical Approaches ESPERA 2019

During the ESPERA INTERNATIONAL CONFERENCE from 2019, I have presented and published with PhD Prof. Adriana Grigorescu the paper *A comparison of American vs. European SME public policy*. The research was based on a content analysis of the SME legislation of the two different federal systems.

<https://www.conferinte-ince.ro/>

15/11/2019 – 16/11/2019 – Bucharest, Romania

7th International Conference European Perspectives on the Labour Market – Innovation, Competences, Performance

Presentation on Assessment of the European public policy on stress as an occupational disease

15/05/2020 – 15/05/2020 – Online conference (due to the worldwide lock-down)

1st International Conference Global Ethics – Key of Sustainability (GEKoS) 2020

During the 1st International Conference on Global Ethics - Key of Sustainability, I have presented and published the paper *Ethics and Sustainability in Small and Medium-sized Enterprises Public Policy - An Asian perspective*. The research was based on a comparative analysis of the ethical and sustainable principles in the SME legislation of the ASEAN region.

<http://www.eben-net.org/content/1st-international-conference-global-ethics-key-sustainability-gekos>

11/06/2020 – 12/06/2020 – Online Conference (due to worldwide lock-down)

14th International Conference on Business Excellence, Business Revolution in the Digital Era (ICBE 2020)

During the International Conference on Business Excellence, I have presented and published with PhD Prof. Adriana Grigorescu the paper entitled *Innovation and Product Management - The direction of the 21st century luxury market*. The research was based on a synthesis analysis, and concluded to develop a new business model for the companies active in the luxury segment of the market.

<http://bizexcellence.ro/icbe-conference/>

15/08/2020 – 15/08/2020 – Online conference

24th IAGBT-KITRI Biannual Conference and Research Symposium Online2020

During the International Academy of Global Business and Trade 2020, I have presented with PhD Prof. Adriana Grigorescu the paper *Economic, Social and Technological Impact of Urbanization in China vs. Romania*. The research was based on a linear regression analysis, followed up by the comparison of results of the urbanization phenomenon in China and Romania.

04/09/2020 – 04/09/2020 – Online Conference

International Conference Innovative Business Management & Global Entrepreneurship (IBMAGE 2020)

During the International Business Management and Global Entrepreneurship, I have presented and published the paper *Innovation Policy and Artificial Intelligence in the Business and Economic Transformation of the European Freight Transport Industry*. The research was based on a linear regression analysis, showcasing the need for innovation and extensive AI algorithms usage for the development of the European freight industry.

15/10/2020 – 16/10/2020 – Online Conference

Strategica International Conference 8th Edition – Preparing for Tomorrow, Today (2020)

Presented and published with PhD Prof. Adriana Grigorescu the article China's urban development – A regression analysis before and after 1990

12/11/2020 – 13/11/2020 – Online Conference

The Second International Conference on Business and Behavioural Studies - SSBRN 2020

During the International Conference SSBRN 2020, I have presented and published the paper *Business Innovation Policy and the ICT phenomenon*. The research was based on a linear regression analysis, showcasing the correlations between the public policies from 11 countries from 4 continents, and the digitization factor, as well as the correlations between public policies and the R&D investments in the SME sector.

19/11/2020 – 20/11/2020 – Online Conference

8th International Conference European Perspectives on the Labour Market – Innovation, Competences, Performance – In the context of the Covid-19 pandemic (2020)

During this conference, I have held a presentation on the topic of Sustainable development prospects within the European Union.

26/11/2020 – 26/11/2020 – Online Conference

AOSR 2020

During this conference, I have presented the paper *Sustainability and innovation within the luxury business sector*.

26/11/2020 – 27/11/2020 – Online conference

7th International Conference - ESPERA, 2020 "30 Years of inspiring Academic Economic Research – From the Transition to Market Economy to the Interlinked Crisis of 21st Century"

During this international conference, I have presented the research on the *Perspective on the Human Cloud Industry*.

16/12/2020 – 16/12/2020 – Online Conference

7th International Conference on Regional Sustainable Development – Through Competitiveness, Innovation and Human Capital (2020)

During this international conference, I have presented the research on the Digital transformation for customer experience innovation.

18/03/2021 – 19/03/2021 – Online conference

15th International Conference on Business Excellence Digital Economy and New Value Creation (2021)

During this conference, I have presented and published the research on *Greening the European Freight Transport*.

03/06/2021 – 05/06/2021 – Online Conference

7th BASIQ International Conference on New Trends in Sustainable Business and Consumption (2021)

International Conference on New Trends in Sustainable Business and Consumption/Presented and published with PhD Prof. Adriana Grigorescu the article on The Impact of Blockchain Technologies for the Agriculture Development and Sustainability

● **HONOURS AND AWARDS**

15/08/2020

BEST PAPER AWARD – International Academy of Global Business and Trade (IAGBT)

Award received for the paper Economic, Social and Technological Impact on the Urbanization in China vs. Romania. The research was based on a linear regression analysis on the urbanization process, and the comparison of results for the two countries. The award was presented for original and cutting-edge contribution to the body of knowledge, appropriate application and rigor of methodology, relevance to global business and trade practice, soundness of development and effective communication of critical concepts.