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| **Curriculum Vitae**  **Europass** |  |
|  |
| **Personal Information** | |  | | |
| Name/Surname | | **FocsaIoana** | | |
| Address | | Petrini Street 10, Bucharest Romania 050582 | | |
| Phone | | 40.21.410. 23. 78 | | |
| Email | | ioana\_focsa2002@yahoo.com | | |
| Mobile | | 40734541246 |  |  |
| Nationality | | Romanian | | |
|  | |  | | |
| Date of birth | | July 13, 1974 | | |
| Sex | | Female | | |
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| **Job Sought /Field of Activity** | | **Business Administration, Business Development, Finance, Teaching,  Information Tehnology** | | |
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| **Professional Experience** | |  | | |
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| Position held  Main activities and responsibilities  Name and address of employer  Type and sector of activity  Dates  Position held | | Financial Consultant  Part of a worldwide network of consultants as freelancing for providingfinancial services consulting for clients all over the world.  N/a [www.theinternationalfirm.com](http://www.theinternationalfirm.com)  Consulting services  01.07.2011-present  Customer FulfillmentAnalyst | | |
| Main activities and responsibilities | | Engaged in disbursementactivities for the UKI South AfricaAlpsregions. Prepared reports and draftedcontracts for the business partners and made calculations. Participated in intense trainings withseveral countries. | | |
| Name and address of Employer | | IBM Bratislava Millenium Tower II Vajnorska 100/B] | | |
| Type and sector of activity | | Information Technology, Finance | | |
| Dates | | 15.03.2011 – 10.05.2011 | | |
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| Position held | | Report to Partners on client advisorywork, business performance services, consulting, financial accounting. ACCA UK eq CPA passed. Workedwith US GAAP and IFRS in consulting projects. | | |
| Main activities and responsibilities | | Manager consultant | | |
| Name and address of Employer | | KPMG Romania SRL, Baneasa, Bucharest, Romania | | |
| Type and sector of activity | | Finance and accounting, advisory services | | |
| Dates | | 29.08.2009 – 16.09.2009 | | |
|  | |  | | |
| Position held | | Manager Accounts Receivable Accounting and Finance with French | | |
| Main activities and responsibilities | | Coordinated the implementation and knowledge capture and transfer of R/R accounting processes and procedures on –site in IBM GDC Bulgaria ; Trained and managed a team of experts. Implemented and work ORACLE PL systems and transfer it to GDC. Worked with IBM on analysis, design, modeling and handling a data warehouse environment for the Dublin project. Worked in SAP | | |
| Name and address of the employer | | IBM GDC Bulgaria Sofia [Sofia Business Park Sofia] | | |
| Type and sector of activity | | Accounting, IT, consulting | | |
| Dates | | 15.05.2008 - 29.08.2008 | | |
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| Position held | Manager Finance and Accounting |
| Main activities and responsibilities | Coordinated team lead finance and accounting team for In Bev Client in Prague and implemented system in  Romania location afterwards. Coordinated with IT the Oracle PL systems as well as Unix systems from the  accounting side. Trained and worked with SAP |
| Name and address of the employer | Wipro Technologies SRL, SplaiulIndependentei 119C Bucharest, Romania |
| Type and sector of activity | Finance, Accounting, IT |
| Dates | 01.09.2006—05.10.2007 |
|  |  |
| Position held | Consulting Manager |
| Main activities and responsibilities | Assisting the President of the Company in preparing consulting projects for EU PhareIspa and Life  Working on research of client’s projects for EU funding, managing budgets and reporting, financial analysis, bookeeping |
| Name and address of the employer | Paradise Group Enterprise SRLSplaiulUnirii nr.37,bl.M10 sc. 3,palier 7 , sector 3, Bucuresti |
| Type and sector of activity | Financial Consulting |
| Dates | determinedproject15.03.2008- 01.05.2008 |
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| Position held | Manager |
| Main activities and responsibilities | Management of banking and financial analysis of financial documentation to optimize the activity of the bank, business development, financial management, procedural flows and work, training and management of business activity in various sectors, retail business focus, reporting and financial management |
| Dates | 01.10.2004 – 15.09.2005 |
| Name and address of the employer | Unicredito, Unirii 16, Bucharest, Romania |
| Type and sector of activity | Bank and business development, HR management, |
|  |  |
| Dates | 01/11/2002 - 07/01/2004 |
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| Pposition held | Manager |
| Main activities and responsibilities | Mastering business projects development in organization and finance, statistical analysis of financial and business aspects, recommendations for developing the project in the network, implementation and follow up, training of personnel human resources management, management development of skills in the bank, retail business, reporting, financial analysis |
| Name and address of employer | Societe Generale Bucharest Ion Mihalache Blvd 2, Bucharest, Romania |
| Type or sector of activity | Bankingfinancial |
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| Dates | 01/05/2001 - 01/10/2001 |
| Function or position held | Audit manager |
| Main activities and responsibilities | Business development and advisory, financial analysis, training and human resources development, auditing and taxation advisory, management development |
| Name and address of employer | Ernst & Young Forum 2000 Building Bucharest, Romania |
| Type or sector of activity | Auditing and consulting business development |
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| Dates | 10/01/2000 – 01/31/2001 |
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| Function and position held | Financial manager, Sales Manager |
| Main activities and responsibilities | Prospecting market in middle income range for presentation of insurance, prepaid legal and mortgage products in American economy, financial needs analysis, selling of insurance and mortgage and investment funds supervised by regional managers |
| Name and address of employer | PrimericaFinancialServices, Queens Branch, Long Island City New York City, New York USA |
| Type or sector of activity | Financial Services, Insurance |
| Dates | 21/09/1999 - 07/12/2000 |
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| Function and position held | Associate Manager |
| Main activities and responsibilities | Development and sustainability of financial projects and technological ones across all business lines and banking network, training and management development sessions, implementation of temporary internal audits in order to optimize the activity of the bank in order to optimize the results of the bank to obtain competitive results and reduce the costs of work master of financial projects, business development of controlling and competitive analyses for the lines of business under the VP of financial control. Worked with IBM contractor for the Oracle DB and PLC as well as DB2 LN support, analysis, modeling and handling data warehouse environment, design as per contract. |
| Name and address of employer | Citigroup Global Technology Infrastructure, 666 Fifth Avenue, New York City, New York10025, USA |
| Type and sector of activity | Banking |
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| Dates | 27/05/1996 - 08/01/1997 |
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| Position held | Intern department of consulting and business development |
| Main activities and responsibilities | Coordination of projects and market studies in the financial field investments, technological information, banking studies, business development and hr management |
| Name and address of employer | Deloitte &ToucheSf Stefan Street Bucharest, Romania |
| Type or sector of activity | Consulting business development |
|  |  |
| Dates | 15.05.1997 – 20.12.1998 |
| Position held | Teaching assistant in the Marketing Business Law Quantitative Analysis Department for the period of my MBA at MSU for min of 2 years |
| Main activities and responsibilities | Working with several professors ms Cynthia Hill mr John Sullivan and others and parallelly with the Dean’s Office and the Business Finance School on teaching grading lab work consumer behavior and other journals in marketing finance and statistics research at the library for my professor’s needs and works |
| Name and address of employer | Mississippi State University, College of Business and Arts Dean’s Office Starkville MS USA 39762 |
| Type or sector of activity | Education, teaching |
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| Dates | 31.08.1994 – 31.08.1998 |
| Position held | Teaching assistant in the FL department at MSU and the FL Lab as well as working with the English Office |
| Main activities and responsibilities | Admin work, preparing lesson plans for students, giving exams, preparing students, promoting the FL department locally and abroad |
| Name and address of employer | Mississippi State University, Mississippi State University Drawer FL Starkville MS USA 39762 |
| Dates | 31.08.1997 – 31.12.1997 |
| Position held | Teaching assistant in the business and finance department and labs at Memphis State USA |
| Main activities and responsibilities | Preparing lesson plans and grading students, doing lab work, administrative work, research |
| Name and address of employer | Univesity of Memphis, Memphis Tennessee USA |
| Type or sector of activity | Education, teaching |

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| **Education** |  | | | | | | | | | | |
| Diploma /degree awarded | Master of Business Administration General Business Administration, BA Foreign Languages French German BBA International Business with focus on international economics and finance 1993-1998, PhD Walden U USA Holland online programme 2011 applied management and finance | | | | | | | | | | |
| Main courses profession certificates | Investing and Strategy, Marketing and Finance, Corporate and Strategic Finance, International accounting standards and US accounting standards, International Economics, American Economics, European Economics, Liquidity analysis, Marketing and Corporate Finance, other subjects pertaining to financial and strategic studies, HR management, Social Welfare and Education  MBA chamber of tourism, coordination manager Fall 1998 | | | | | | | | | | |
| Name and type of establishment | Mississippi State University, College of Business | | | | | | | | | | |
| Level in the national classification | 20 | | | | | | | | | | |
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| **Aptitudes and personal competences** |  | | | | | | | | | | |
|  |  | | | | | | | | | | |
| Maternal language | **Romanian, English** | | | | | | | | | | |
|  |  | | | | | | | | | | |
| Other languages(s) langue(s) | **Italian** | | | | | | | | | | |
| Self evaluation |  | | | | | | | | | | |
| *European level (\*)* |  | | | | | | | | | | |
| **French** |  | **Comprehension** | | | | **Spoken** | | | | **Written** | |
| **German** |  | Listening | | Reading | | Taking part in a conversation | | Expressing orally continually | |  | |
| **English** |  | C2 | Fluent | C2 | Fluent | C2 | Fluent | C2 | Fluent | C2 | Fluent |
| **Italian** |  | C2 | Fluent | C2 | Fluent | C2 | Fluent | C2 | Fluent | C2 | Fluent |
| **Hebrew** |  | C2 | Fluent | C2 | Fluent | C2 | Fluent | C2 | Fluent | C2 | Fluent |
|  | *(\*) European level of reference (CECR)* | C1 | Intermediate to advanced | C1 | Intermediate to advanced | C1 | Intermediate to advanced | B2 | Intermediate | B2 | Intermediate |
|  |  | B1 | Beginner | C2 | Beginner | C2 | Beginner | C2 | Beginner | C2 | Beginner |
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| Social and organizational aptitudes | Active participant in events organized by international organizations abroad and in my home country. Speaker for these events organized by business development organizations focusing on economic, hr management, business development and other issues within chamber of commerce as well as other business organizations. Topics included education, social services, management development and training. | | | | | | | | | | |
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| Organizational and other competencies | Mastering of projects in course, financial hr and other projects, master of other financial and business development projects, hr management, financial management, education management, organizer council for the business development department | | | | | | | | | | |
|  |  | | | | | | | | | | |
| Technical aptitudes and competences | Project management and analysis, Financial analyses database banking, internal organization of the internal audit department, compliance financial and consulting, client work, training work, team work on detailing projects of organization and financial, social and educational issues pertaining to work environment, ORACLE, PL, Unix to some extent, design, analysis, modeling and managing warehouse environment | | | | | | | | | | |
|  |  | | | | | | | | | | |
| Aptitudes and computer competences | Microsoft Project, Microsoft Excel, Microsoft Access, Microsoft Word, Microsoft Powerpoint, Internet, Adobe Acrobat Reader) | | | | | | | | | | |
|  |  | | | | | | | | | | |
| Artistic competencies | Writing of journals and papers, writing of poetry | | | | | | | | | | |
|  |  | | | | | | | | | | |
| Other aptitudes and competencies | Mastery of European languages, Mastery of complicated technical programs, analytical and client oriented, team leader, business developer mentality, win mentality | | | | | | | | | | |
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| **Complementary information** | Immediate availability for international projects focusing on competencies developed and mentioned above (financial, human resources, other) |
| **Other collaborations ongoing** | Lingueo Paris teacher of English online: preparing lesson plans, teaching and grading for adult students English papers.  Swiss Solutions Timisoara translation company: translating business and other documents from English to Romanian, German to Romanian, French to Romanian.  Monavie Hungary Romania (USA based): active collaborator and partner in promoting the company in Romania and expanding the network of partners in the Romanian area, participating in conferences and events. |
|  | Immediate availability for international projects focusing on competencies developed and mentioned above (financial, human resources, other) |
|  | Lingueo Paris teacher of English online: preparing lesson plans, teaching and grading for adult students English papers.  Swiss Solutions Timisoara translation company: translating business and other documents from English to Romanian, German to Romanian, French to Romanian.  Monavie Hungary Romania (USA based): active collaborator and partner in promoting the company in Romania and expanding the network of partners in the Romanian area, participating in conferences and events. |