

JICHI FLORIN GABRIEL
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Curriculum Vitae

EDUCATION

GEORGETOWN UNIVERSITY,
The Robert Emmett McDonough School of Business **Washington, DC, USA**
Master of Business Administration *May 2007*

- Member of MBA Finance Club, European Business Association, Emerging Markets Club.
- Graduate Assistantship: “Business Responses to Climate Change Issues: The Industry Leaders & Laggards”.

OXFORD UNIVERSITY, TRINITY COLLEGE **Oxford, UK**
Georgetown Summer Program in International Management *June - August 2006*

- Completed the Bank Strategy, the Strategic Corporate Change, the Private Equity and Venture Capital in Europe and the Interpersonal Management and Negotiation Skills tutorials.

UNIVERSITY OF SOUTH CAROLINA **Columbia, SC, USA**
Master of Science in Engineering *December 2000*

- The American Society of Mechanical Engineers – University of South Carolina.

TECHNICAL UNIVERSITY OF TIMISOARA, “POLITEHNICA” **Timisoara, ROMANIA**
Bachelor of Science in Mechanical Engineering *July 1995*

PROFESSIONAL CERTIFICATIONS

Authorized Translator and Interpreter Certification **Bucharest, ROMANIA**
Ministry of Culture *March 2023*

Structural European Funds Implementation Expert **Bucharest, ROMANIA**
Ministry of Labor and Social Protection *August 2022*

GA Level 5 Diploma in Teaching English as a Foreign Language **UK**
I-to-I GateHouse Awards *January 2022*

EXPERIENCE

Freelance **Timisoara, ROMANIA**
English Tutor *May 2022 – present*

- Online teaching General English language to teenagers, adults and legal persons using online communication platforms (Skype, Zoom, Microsoft Teams). The sessions are interactive and adapted for each person or group using up to date, innovative and informal methods already tested and applied in USA and UK to enhance language abilities of the client. The English lessons are adapted to Beginner (B1) to Advance (C1) levels.
- Online and company’s on-site courses of Business English for specialized areas: IT, engineering, finance.

ALPHA BANK ROMANIA **Bucharest, ROMANIA**
Financial Analyst – Credit Management Wholesale Business Unit *March 2010 – April 2022*

- Performed in depth financial performance analysis, operational and financial risk assessments and credit worthiness of companies within my corporate portfolio. The companies were from energy, pharmaceutical, automotive and FMCG industries.

M&A Consultancy Services **Timisoara/Bucharest, ROMANIA**
Sell Side Financial Consultant *May 2018 – April 2019*

- Successfully executed the sell mandate for a private company (pharmacy) with T/O of EUR 300K/year. I lead the buyer’ search, negotiated the price based on the built valuation model and, in a team with a M&A lawyer, the purchase/sell contract conditions.

M&A Analyst – Investment Banking Unit

July 2007 – March 2010

- Performed M&A transactions, corporate finance analysis, including Excel advance modeling evaluation and presentations and due diligence for various projects. Provided financial advisory and consulting services for clients for both the buy and sell side.
- Prepared complex and in depth sector (transportation, healthcare, retail, FMCG, energy) analysis and marketing materials (information memorandum, management presentation, prospectus, etc).

GEMINI AIR CARGO

Dulles, VA, USA

Corporate Finance Consultant

May - June 2006

USAF Air Mobility Command (AMC) Civil Reserve Air Fleet (CRAF) Cost Model Project

- Performed due diligence and developed a functional transportation cost evaluation model. The proposed changes in business model increased the Gemini Air Cargo' revenue by 10% and AMC saved approximately 8% of the \$2.2 billion CRAF budget or \$174 million.

WESTINGHOUSE ELECTRIC CO.

Columbia, SC, USA

Lead Mechanical Engineer

December 2003 – June 2005

- Created and implemented an innovative mechanical component model on the fuel assembly designs, common to all Westinghouse products with cost savings of more than \$1,000,000.
- Led a six member cross-functional and cross-organizational nuclear fuel upgrade design group for the Constellation Energy Group – R.E. Ginna nuclear power plant. Successfully met the \$3 million design project budget and schedule targets.
- Managed the R. E. Ginna nuclear fuel upgrade program risk assessment team to determine the risks and the actions required for the \$15 million program success. Implemented specific recommendations that reduced program costs by \$250,000.
- Conducted a comprehensive analysis of an organizational communications breakdown which damaged customer relationships and resulted in a \$150,000 loss. The investigation results were communicated to management and archived as “lessons learned”.

Senior Mechanical Engineer

September 2002 – June 2005

- Developed mathematical models and improved procedures for the \$50 million Next Generation Fuel Development Programs, including a joint-venture involving US, Korea and Brazil.
- Nurtured client relationships by facilitating communication and problem solving for a 15 international-member team. Efforts resulted in meeting on-time scheduled milestones.

Engineering Development Associate

March 2001 – September 2002

- Executed mechanical design and tests for \$10 million Korean Advanced Fuel Development program, a joint development project between Westinghouse Electric Company and Korean Nuclear Fuel Company.

SKILLS/INTERESTS

Languages: English (fluent) Romanian (fluent), French (basic).

Interests: triathlon, marathon, ski, cooking, world history, bridge.