



Curriculum Vitae



Personal information Address(es) Telephone(s) E-mail Nationality Date of birth	Vac, Sebastian-Calin 7/16 Baita St, 400427 Cluj-Napoca, Romania 0040 745 359 386 calin.vac@usamvcluj.ro Romanian 08.09.1973
Work experience	<ul style="list-style-type: none"> • 01.10.2019 – present – PhD Assoc. Prof. at UASVM Cluj-Napoca, Economic Sciences Department • 15.01.2016 – present – Vice Director of Advanced Horticultural Research Institute of Transylvania • Mar2016 – present – Coordinator of Research and Innovation Lab for Entrepreneurship & TT • 29.09.2014 – 30.09.2019 – PhD lecturer at UASVM Cluj-Napoca, Dept. III Economic Sciences • July 2016 – present – managing partner at BioVac Serv LTD Cluj-Napoca • 10.05.2010 – 21.01.2021 – Individual Enterprise owner, project manager • 01.10.2010 – 25.07.2017 – Manager of the Center for Project Management and Technology Transfer at UASVM Cluj-Napoca • 01.10.2009 – 30.09.2012 – full-time PhD student at UASVM Cluj-Napoca • 01.06.2008 – 30.09.2010 – managing partner at MLC Consulting LTD Cluj-Napoca • 07.08.2007 – 31.05.2008 – financial analyst at Schneckner van Wyk & Pearson Pro Finance LTD Bucharest, Cluj-Napoca Division • 01.07.2002 – 06.08.2007 – loans officer at Transylvania Bank, Cluj Napoca Branch • 01.02.2001 – 30.06.2002 – IT network engineer at Transylvania Bank, Cluj Napoca Branch • 01.02.1998 – 31.07.1998 – programming analyst at Mining Informatics Center Cluj-Napoca • 1998 – 2001 – teacher at Theoretical Highschool "Lucian Blaga" of Cluj Napoca • 1997 – 1998 – teacher at Informatics Highschool "Tiberiu Popoviciu" of Cluj-Napoca • 1996 – 1997 – teacher at National College "Andrei Mureşanu" of Dej • 1995 – 1996 – teacher at Theoretical Highschool "Petru Maior" of Gherla • 1994 – 2001 – managing partner at Vedison Trade Services LTD Cluj-Napoca
Project Leading / implementation responsible / team member	<ul style="list-style-type: none"> • <i>Development of new products in the territory of the Poarta Transilvania LAG</i>, beneficiary-partner UASVM (EU-NRP 16.1, mar2023-dec2023) – Marketing researcher; • <i>Encouraging and supporting student entrepreneurship in an entrepreneurial university</i>, UASVM Cluj-Napoca (National Research Funds, CNFIS-FDI-2020-0352, iun-dec2020) – entrepreneurship expert; • <i>Competitive education and training in the labor market – EduForm</i>, beneficiary-partner UASVM Cluj-Napoca (EU-HR 6.10, 2019-2021) – entrepreneurship expert; • <i>Supporting student entrepreneurship in an entrepreneurial university</i>, UASVM Cluj-Napoca (National Research Funds, CNFIS-FDI-2019-0561, mai-dec2019) – entrepreneurship expert; • <i>Solarvibes – Revolutionizing IoT Scalability in Agriculture</i>, beneficiary-partner UASVM Cluj-Napoca, European partnership (H2020, IoF2020, 75.000 eur, jan2019-mar2021) – UASVM project coordinator; • <i>Waste water management at Cojocna agro-zootechnical farm</i>, UASVM Cluj-Napoca (UASVM research grant, 60.000 lei, contract no 13797/28.06.2018 – dec2019) – contract manager; • <i>Start up Plus in NW</i>, beneficiary-partner UASVM Cluj-Napoca (EU-HR 3.7, 2018-2021, 18.641.247 lei) – UASVM project coordinator; • <i>Learn2Do4Entrepreneurship</i>, beneficiary partner UASVM Cluj-Napoca (EU-HR 3.7, apr2018-aug2018) – entrepreneurship expert; • <i>Life Sciences Learning Center CIS-V</i>, beneficiary UASVM Cluj-Napoca (World Bank, dec2017-dec2020, 905.000 lei) – developer and team member (asistent manager); • <i>Policies to develop entrepreneurship and innovative SME's in rural areas – Rural SMEs</i>, beneficiary Chamber of Commerce and Industry Bistrita Nasaud (InterReg Europe, apr2017) – entrepreneurship expert; • <i>Correlation of educational supply with labor market demand at UASVM Cluj-Napoca – UNIREAL</i>, beneficiary UASVM Cluj-Napoca (National Research Funds -FDI 2017, 180.000 lei) – project developer and member team (technology transfer expert); • <i>AgroTransilvania Cluster – innovative cluster specializing in bioeconomics</i>, beneficiary Agro-Food-Ind Napoca Cluster and UASVM Cluj-Napoca (EU Competitiveness 111, sep2016-dec2020, 17.487.219 lei) – manager of RDI & technology transfer depart.;

	<ul style="list-style-type: none"> • <i>Plant and Fish Biodiversity in Danube Delta</i> (CASEE Project, may2014-feb2015, 7.250 eur) – team member (entrepreneurship expert); • <i>Improving the quality of national higher education system in accordance with a changing knowledge-based society and labor market dynamics</i>, beneficiary: UASVM Cluj-Napoca – partner (EU-HR 1.2, May2014-Jul2015, 899.760 lei) – responsible for higher education access; • <i>An integrated intervention to consolidate social entrepreneurship vulnerable women</i>, beneficiary-partner was UASVM Cluj-Napoca (EU-HR 6.1, Mar2011-Feb2013, 1.007.800 lei) –expert trainer; • <i>The Institute for Advanced Horticultural Research of Transylvania</i>, beneficiary is UASVM Cluj-Napoca (EU Competitiveness 2.2.1, Sep2010-Jul2016, 62 mil lei) – project manager; • <i>Online university collaboration network in order to develop the capacity to provide skills and competitiveness for the labor market</i>, beneficiary was UASVM Cluj-Napoca – partner (EU-HR 1.2, Oct2010-Nov2011) – strategies and study programs assistant;
<p>Other projects</p>	<ul style="list-style-type: none"> • <i>Forming rural entrepreneurship skills to peasants in the Mara-Natur micro-region</i>, beneficiary SC PROVIVO SRL Satu Mare (EU-NRP 19.2, may2018-oct2018) – rural entrepreneurship expert; • <i>Development and modernization of the company's activity ALLPRO SRL through the acquisition of modern equipment specific to the metallic processing and confection</i>, beneficiary was Allpro Service SRL Cluj-N. (EU-Regio 4.3, apr2014-mar2020, 591.542 lei) – project advisory; • <i>Sensor based automation of research greenhouses of UASVM Cluj-Napoca</i> (UASVM Cluj Budget, in partnership with Technical University of Cluj-Napoca, 2017) – project co-manager; • <i>Modern Catering Services</i>, beneficiary is Flavius Nutritia Ltd Turda, CLUJ County (Supporting young entrepreneurs, august 2011, 145.000 lei) – project manager; • <i>Sustainable development of SC Acumen Integrat Ltd</i>, beneficiary is Acumen Integrat Ltd Cluj-Napoca (EU-Regio 4.1, Sep2011-Feb2012, 84.471 lei) – consulting services for project implementation; • <i>Installing PF Palfi D Eniko on the farm in the village Bădeni, Cluj County</i> (EU-NRP 112, Dec2010-Nov2012, 25.000 EUR) – project manager; • <i>Beekeeping Farm PF Cornelia VAC, Aghireșu village, CLUJ County</i> (EU-NRP 141, Nov2010-Jul2016, 7.500 EUR) – project manager; • <i>Installing PF VAC Sebastian Calin on the farm in the village Comșești, Cluj County</i> (EU-NRP 112, Aug2010-Aug2012) – project manager and beneficiary; • <i>Development, thermal insulation and interior design of leather factory</i>; beneficiary is Krasztel & Asociatii Ltd Toplița (Governmental funds, Jun2009-Dec2010, 145.623 lei) – project manager; • <i>Wind farm in Nalbant village, Tulcea County</i>, beneficiary is ENEX Ltd Cluj-Napoca (EU-Competitiveness 4.2, Nov2011-Jan2015, 42.526.907 lei) – project manager; • <i>Photovoltaic Solar Stone Piatra Craiului, Cluj County</i>, beneficiary was Global ARM Ltd Oradea (FS, May2011-Apr2013, 14.8 mil. EUR), Feasibility Study elaboration financial advisor; • <i>Biodiesel plant</i>, beneficiary is SC Bergbau Tehnic SRL Oradea (FS, Jun2010-May2013), Feasibility Study elaboration financial advisor; • <i>Biogas and electricity station</i>, beneficiary is Global ARM Ltd Oradea (Environment Fund Administration, Jun2010-May2013, 5.5 mil eur) – project management implementation;
<p>Competence areas</p>	<ul style="list-style-type: none"> • <i>Entrepreneurship: Strategy and Project management, innovation and technology transfer</i> • <i>Bioeconomy: bio-energy, sustainable development</i> • <i>Energy and environment: economic and financial feasibility of renewable energies</i> • <i>Economic, financial and business consulting (including grants and funds)</i> • <i>Smart agriculture</i> • <i>Teaching disciplines: Entrepreneurship, Logistics Management, Prof. Project Management</i> • <i>PhD Habilitation: entrepreneurship, renewable energies, technology transfer</i>
<p>Significant results</p>	<p>As a business financial consultant:</p> <ul style="list-style-type: none"> • > 100 business companies: financial strategies, general or business management, investments, European funds, promoting, project management, cash-flow, professional business plans, feasibility studies, business evaluations, market research studies etc.; <p>As a bank officer:</p> <ul style="list-style-type: none"> • > 20 banking IT applications (credit management, exchange office, accounting); • 6 innovative credit products; • > 400 business credit files analyzed, > 250 financed credit files; • I was a member of credit and risk committee of Cluj-Napoca Transylvania Bank.
<p>Education and training</p>	<ul style="list-style-type: none"> • Informatics High School “Tiberiu Popoviciu” of Cluj-Napoca (1987-1991) – High School Baccalaureate, general grade 8.78 • “Babes-Bolyai” University of Cluj-Napoca, Faculty of Mathematics and Informatics (1991-1995) – Bachelor in Informatics, general grade 9.41

- “Babes-Bolyai” University of Cluj-Napoca, Faculty of Mathematics and Informatics (1995-1996) – **Master** in Computer Administration, advanced studies (Networks, Encryption and Database Administration/Optimization)
- “Babes-Bolyai” University of Cluj-Napoca, European Institute for Enterprise Administration (2000 – 2002) – **Post University Academic Studies**, majoring in Enterprise Administration, grade 10.00, my Dissertation Thesis investigated banking marketing
- University of Agricultural Science and Veterinary Medicine Cluj-Napoca, Faculty of Horticulture (2009 - 2012) – **PhD in Agronomy**, topic “*Economic and financial feasibility of renewable energy*”
- “Babes-Bolyai” University of Cluj-Napoca, Faculty of Business (2014-2016) – **Bachelor** in Business Administration, general grade 9.25

7 books

- **Vac, C.** – *Entrepreneurial Education (manual didactic)*, AcademicPres, 2023, e-ISBN 978-630-309-059-7
- **Vac, C.** – *Entrepreneurial Education (îndrumător de lucrări practice)*, AcademicPres, 2023, e-ISBN 978-630-309-060-3
- **Vac, SC**, Ispas, S, Spinu, O – *Start-up Plus Entrepreneur in the North-West Region of Romania*, AcademicPres 2021, ISBN 978-973-744-873-6
- **Vac, C.** – *Entrepreneurial education (teaching manual)*, Scoala Ardeleana Publisher, 2019, e-ISBN 978-606-797-467-6
- **Vac, C.** – *Introduction to Entrepreneurship (teaching manual)*, AcademicPres, 2018, ISBN 978-973-744-683-1
- **Vac, C.**, Oros NA - *Correlation of educational supply with labor market demand: case study - University of Agricultural Science and Veterinary Medicine Cluj-Napoca*, AcademicPres, 2017, ISBN 978-973-744-642-8
- **Vac, C.** – *Economic and financial analysis of renewable energy*, AcademicPres, 2014, ISBN 978-973-744-340-3

13 scientific articles – ISI indexing

1. **Vac, S.C.**, Andreica, I, Roman, I.A. – *Prospects for Research, Development, Innovation and Technology Transfer in Romanian Horticulture*, Sustainability, 2023, 15(13), 10215 (WOS:001028618300001)
2. **Vac, C.**, Roman, I., Darjan, S., Roman, A.R., Vac, M.I. – *Driving a sustainable business leadership profile – a case study in Romania*, Journal of Educational Sciences and Psychology, 2022, Vol. XII, No.1, pp.68-81 (WOS:000863331200008)
3. Roman, A.R., Ranta, O., **Vac, C.**, Roman, I. – *Increase the efficacy of weed control from wheat culture using the asymmetrical twin flat spray air injector nozzles – IDTA*, Romanian Agricultural Research, 2021, No. 38, pp.389-399 (WOS:000681706500040)
4. Roman, I., **Vac, C.S.**, Roman, R.A. – *Assessment of physicochemical properties of autumn and winter apple varieties and their pretability for juice extraction*, Acta Scientiarum Polonorum Hortorum Cultus, 2020, Vol. 19, No. 2, pp.35-48 (WOS:000681706500040)
5. Roman, I., **Vac, C.**, Roman, A.R. – *The role of the Life Sciences Learning Center of USAMV Cluj-Napoca in dropout prevention*, Journal of Educational Sciences and Psychology, 2019, Vol. 9, No.1, pp.81-89 (WOS:000467842300013)
6. Darjan, S., Roman, I., **Vac, C.** – *Emotional intelligence of students – instrument of adaptation and control of the university dropout*, Journal of Educational Sciences and Psychology, 2019, Vol. 9, No.1, pp.43-50 (WOS:000467842300008)
7. Ilea, M., Fitiu, A. **Vac, C. (c)** – *Studies on technological characteristics of Marin brandy production for certification as a local and organic product*, Journal of Environmental Protection and Ecology, 2019, Vol. 20, No.1, pp.337-347 (WOS:000463406800037)
8. **Vac, C.**, Fitiu, A. – *Driving sustainable development in an agricultural university from Romania using renewable energy from biomass*, Journal of Environmental Protection and Ecology, 2018, Vol. 19, No.4, pp.1658-1666 (WOS:000456590800023)
9. **Vac, C.**, Fitiu, A. – *Building sustainable development through technology transfer in a Romanian University*, Sustainability, 2017, 9(11), 2042 (WOS:000416793400122)
10. Kasa, S.N., Omar, M.F., Abdullah, M.M.Ai B., Ismail, I.N., Ting, S.S., **Vac, S.C.**, Vizureanu, P.– *Effect of Unmodified and Modified Nanocrystalline Cellulose Reinforced Poly(lactic Acid (PLA) Polymer Prepared by Solvent Casting Method*, Materiale Plastice, Bucuresti, 2017, Vol. 54, No. 1, pp.91-97 (WOS:000400629900021)
11. **Vac, C.**, Popita, G. – *Biomass: Economical, social and environmental aspects in biogas plants implementation*, Journal of Environmental Protection and Ecology, 2015, Vol.16, No.3, pp.1212-1220 (WOS:000363091800046)
12. **Vac, C.**, Popita, G., Frunzetti, N., Popovici, A. – *Evaluation of Greenhouse Gas Emission from Animal Manure Using the Closed Chamber Method for Gas Fluxes*, Notulae Botanicae Horti Agrobotanici Cluj-Napoca, 2013, Vol. 41, No.2, pp.576-581 (WOS:000328438300035)
13. **Vac, C.**, Popita, G., Frunzetti, N., Popovici, A., Merce, E., Gabor, T. – *Biogas plants, a sustainable choice*, Journal of Environmental Protection and Ecology, 2013, Vol.14, No.4, pp.1769-1776

Studies,
articles

17 scientific articles – IDB indexing

1. **Vac, S.C.**, Vac, I.M., Roman, A.I. – *Perspectives for the evolution of entrepreneurial education and sustainable entrepreneurship in Romania*, ProEnvironment 2023, 16/54, pp. 87-93
2. Roman A.R., Odagiu, A., **Vac, C.**, Coca, M.A., Roman, I. – *Theoretical Study Regarding Different Types of Machines Used for Phytosanitary Treatments*, ProEnvironment, 2020, vol. 13: pp. 22 - 29
3. Fitiu, A., **Vac, C. (c)** – *Research on characteristics of traditionalism of buffalo cheese from Marin village and indicators for organic certification*, Bulletin of University of Agricultural Sciences and Veterinary Medicine Cluj-Napoca. Horticulture, 2018, Vol. 75, Issue 2, p.143-151
4. Fitiu, A., **Vac, C. (c)** – *Research on assessing the potential for mountain certification of Bistra village, Romania*, Bulletin of University of Agricultural Sciences and Veterinary Medicine Cluj-Napoca. Horticulture, 2018, Vol. 75, Issue 2, pp.134-142
5. **Vac, C.**, Nas, L.V. – *The Impact of Fiscal Policy on Rural Economic Development in Romania*, Bulletin of University of Agricultural Sciences and Veterinary Medicine Cluj-Napoca. Agriculture, 2016, Vol. 73, Issue 1, pp.122-130
6. Dirjan, S., **Vac, C. (c)** – *Communication techniques. A case study: negotiation in a bank*, Bulletin of University of Agricultural Sciences and Veterinary Medicine Cluj-Napoca. Agriculture, 2016, Vol. 73, Issue 1, pp.25-28
7. Nas, L.V., **Vac, C.**, Dirjan, S., Anastasiu, A.E. – *Analysis of the indicators achieved by the PhD students enrolled in Sectoral Operational Programme Human Resources Development (SOP HRD) projects implemented in the Universities of Agricultural Sciences and Veterinary Medicine from Romania*, Bulletin of University of Agricultural Sciences and Veterinary Medicine Cluj-Napoca. Agriculture, 2016, Vol. 73, Issue 1, pp.64-71
8. Nas, V.L., **Vac, C. (c)**, Dirjan, S., Anastasiu, A.E. – *Impact of Sectoral Operational Programme Human Resources Development (SOP HRD) on Doctoral Thesis Rate of Defending and Publishing Activity of Doctoral Students enrolled in the Universities of Agricultural Sciences and Veterinary Medicine from Romania*, Bulletin of University of Agricultural Sciences and Veterinary Medicine Cluj-Napoca. Agriculture, 2016, Vol. 73, Issue 1, pp.72-76
9. Vac, L.M., **Vac, C. (c)**, Mitre, V., Tripon, A.F., Papuc, I. – *Problematization, Method of Achieving Technology Transfer in Pomiculture at the University of Agricultural Sciences and Veterinary Medicine of Cluj-Napoca*, Bulletin of University of Agricultural Sciences and Veterinary Medicine Cluj-Napoca – Agriculture, 2015, Vol. 72, Issue 2, pp.566-571
10. **Vac, C.**, Vac, L.M., Nas, L.V. – *Research, Innovation and Technology transfer: Concepts, World wide Experience and Prospects for its Development in Romanian Universities*, Bulletin of University of Agricultural Sciences and Veterinary Medicine Cluj-Napoca – Agriculture, 2015, Vol. 72. Issue 1, pp.251-262
11. Badea, Gh., Muresan, D., Aschilean, I., Moldovan, E., Badea, F., **Vac, C.** - *Zero Energy Sewage Treatment Plants*, Computer Applications in Environmental Sciences and Renewable Energy, WSEAS Press Malaysia, 2014, Vol. 24, pp.119-126
12. **Vac, C.**, Pocol, C., Popita, G. – *Renewable energy – Investment for sustainable rural development in Romania*, Bulletin of University of Agricultural Sciences and Veterinary Medicine Cluj-Napoca – Horticulture, 2013, Vol. 70, Issue 2, pp.399-406
13. **Vac, C.**; Arion, F.; Sana, S.; Scridon, S. – *Research and conclusions of legal and economic feasibility of renewable energy in Romania*, Bulletin of University of Agricultural Sciences and Veterinary Medicine Cluj-Napoca – Horticulture, 2012, Vol. 69, Issue 2, pp.337-344
14. Scridon, S.; Pamfil, D.; Socaciu, C.; Sana, S., **Vac, C.** – *SWOT Analyze for Renewable Resources in the North West Region, Romania*, Bulletin of University of Agricultural Sciences and Veterinary Medicine Cluj-Napoca – Horticulture, 2012, Vol. 69, Issue 2, pp.402-403
15. Scridon, S., Merce, E., Arion, F., Sana, S., **Vac, C.** – *The Profile of the Producer of the Energy from Renewable Resources in the North-West Region, Romania*, Bulletin of University of Agricultural Sciences and Veterinary Medicine Cluj-Napoca – Horticulture, 2012, Vol. 69, Issue 2, pp.301-309
16. **Vac, C.**; Sana, S.; Arion, F. – *Renewable Energy Market in Romania*, Bulletin of University of Agricultural Sciences and Veterinary Medicine Cluj-Napoca – Horticulture, 2011, Vol. 68, Issue 2, pp.237-240
17. Sana, S.; Socaciu, C., Scridon, S., **Vac, C.** – *Sources of Biofuels in Romania*, Bulletin of University of Agricultural Sciences and Veterinary Medicine Cluj-Napoca – Agriculture, 2011, Vol. 68, Issue 2, pp.139-142

>10 participations in national and international conferences (2 chair person, 1 speaker);

> 140 international citations

> H-index 5;

> PhD habilitation, June 2024

3 market studies (traditional gastronomy locations in Turda 2011; palliative care centers for the elderly Cluj-Napoca 2010; the office space market in Cluj-Napoca 2008)

International experience	<ul style="list-style-type: none"> • „Entrepreneurial Mindshift for Educators: An Online Approach to Help Your Students Think and Act More Entrepreneurially”, Babson Academy, July 14 - 24, 2020 • "Life Sciences for Sustainable Development" International Conference Cluj-Napoca, 2011-2023 • "Environmental Engineering and Sustainable Development" International Symposium Alba Iulia, 2013, 2015, 2017 • „Elsedima" International Conference in Cluj-Napoca, 2014, 2016 • "Challenges in Education of the International Students" Conference in Wroclaw, May 2017 • University of Siedlce in Poland, Erasmus teaching, May 2024 • Catholic University of Valencia, Spain, Erasmus teaching, May 2023 • Comenius University in Bratislava, Slovakia, Erasmus staff training, feb. 2023 • University of Banja Luka, Erasmus teaching, July 2022 • University of Tirana, Albania, Erasmus staff training, July 2021 • Technical University of Moldova, Erasmus staff training, July 2021 • Mendelu University of BRNO, Czech Republic, Erasmus staff teaching, 14-18.10.2019 • University of Kragujevac, Serbia, Erasmus staff training, 24-28.06.2019 • IoF2020 (Internet of Food & Farm) Partners Event, Praga, mar 2019 • 7th Annual Forum of the EU Strategy for the Danube Region, Sofia, oct. 2018 • Policy Dialog Event & 11th Forum for Innovation, Bucharest, May 2018 • 6th Annual Forum of the EU Strategy for the Danube Region, Budapest, oct. 2017 • Horizon 2020 SME Instrument Training, Baia Mare, Jun 2017 • WSB (School of Banking) University in Wroclaw, Poland – Erasmus outgoing mobility, 15-19.05.2017 (Entrepreneurship and Technology Transfer) • 2th Priority Areas (PAs) Cross-Fertilisation Perspectives on Competitiveness and Internationalization of SMEs in Bioeconomy in Danube Region, Vukovar, apr. 2017 • „Made in Danube" InterReg Danube Project (Stuttgart, mar.2017) – <i>Innovation partnership and technology transfer</i> • 6th International Renewable Clean Energy Conference (Yerevan, October 2015) – <i>Science, practice and Innovation</i> • 2nd NoGAP Brokerage Event (Frankfurt, June. 2015) - <i>Knowledge Transfer Community to bridge the gap between research, innovation and business creation</i> • Summer school: <i>Plant and Fish Biodiversity in Danube Delta</i> (Cluj-Napoca and Sfantu Gheorghe, July 2014) • 1st Eastern European Innovation Partnership High Level Meeting (Stuttgart, May 2014) – <i>exchange of best practices in Innovation & Technology Transfer and debate on an upcoming roadmap to stimulate the respective capabilities in the Danube Region</i> • "Danube Innovation and Technology Transfer Centers" Project, Karlsruhe February 2014, Steinbeis Europa Zentrum & DTC, <i>How to write a successful EU proposal</i> • Study visit in Ireland, in partnership with PROIS NV (Dublin, 18-24 June 2011) – <i>partnership implementation of employment and social inclusion projects</i> • Efficiency Valuation Organization – EVO (Sofia, 11-15 January 2010) financial training in energy efficiency, by an EnergoBit Cluj-Napoca partnership agreement (ESCO concept) – <i>financial capacity building</i>
Certificates	<ul style="list-style-type: none"> • certificates of attendance „Entrepreneurial Competences" and „Entrepreneur in Social Economy", IRCEM „Ernest Lupan" Cluj (june-july 2020) • Training course "Modern teaching techniques", UASVM Cluj (May019) • Training course „E-learning and blended learning", UASVM Cluj (apr2019) • certificate of attendance Implementation and auditing of quality management systems according to 9001: 2015 and 19011: 2011 (sept. 2016) • project assessor, SC Edukado SRL (june 2016) • Professional Training in Negotiation techniques, Extreme Training S.R.L (feb2016) • certificate of attendance Professional Training of 111 PNDR young farmers: Farm Management, Farm Accounting, Organic Agriculture, UE Standards, Diversification of activities in agricultural enterprises (Predeal, August 2011) • European funding expert, "Transylvania" Business Center from Cluj-Napoca (sep2011) • public acquisition expert, "Master" Business Center from Deva – (September 2011) • Trainer, IRCETT Valuation Center from Cluj-Napoca (February 2011) • "<i>Small business quality management systems</i>" (BUS) (LLP-LdV-TOI-2008-HU-003) – Pilot training, UASVM Cluj-Napoca (October 2010) • floriculture and landscaping (390 hours crash course), The County Office for Agricultural Consultancy Cluj-Napoca, by partnership with UASVM Cluj-Napoca (Oct - Dec 2009) • project manager, SC Euro Best Team LTD Bucharest (May-June 2008) • Teacher Training Department – tenure high school teacher, UBB Cluj-Napoca, (august 1998)

	<ul style="list-style-type: none"> • Academic Pedagogical Department – teaching license, UBB Cluj-Napoca, (1994-1995) • junior programmer, Informatics High School “Tiberiu Popoviciu” of Cluj-Napoca (1991) 																								
Awards	<ul style="list-style-type: none"> • Medal "Honor et Gratitude" for involvement in institutional development of UASVMCN, 2019 • Gala for the Multipliers of the European Values, 4th edition (ADR-NV and Regional Centre Europe Direct North Transylvania, Cluj-Napoca 2012) – Grand Award for Competitiveness • Transylvania Bank Cluj-Napoca (Cluj-Napoca, 2004) – award for excellence, offered by Euromoney journal 																								
Personal skills and competences	European Language Competence LINGUA (Business English), June 2016 Certificate of Language Proficiency (English), oct. 2018 Certificate of knowledge of the English language (Univ. Bucharest), June 2024																								
Mother tongue(s)	Romanian																								
Other language(s)	English, French																								
Self-assessment	<table border="1"> <thead> <tr> <th></th> <th colspan="2">Understanding</th> <th colspan="2">Speaking</th> <th>Writing</th> </tr> <tr> <th></th> <th>Listening</th> <th>Reading</th> <th>Spoken interaction</th> <th>Spoken production</th> <th>written expression</th> </tr> </thead> <tbody> <tr> <td>English</td> <td>C1</td> <td>C1</td> <td>C1</td> <td>C1</td> <td>C1</td> </tr> <tr> <td>French</td> <td>B2</td> <td>B2</td> <td>B2</td> <td>B2</td> <td>B2</td> </tr> </tbody> </table>		Understanding		Speaking		Writing		Listening	Reading	Spoken interaction	Spoken production	written expression	English	C1	C1	C1	C1	C1	French	B2	B2	B2	B2	B2
	Understanding		Speaking		Writing																				
	Listening	Reading	Spoken interaction	Spoken production	written expression																				
English	C1	C1	C1	C1	C1																				
French	B2	B2	B2	B2	B2																				
European level (*)																									
English																									
French																									
Computer skills	I have advanced knowledge of computer operation and administration, Internet.																								
Administrative and organizational skills	<ul style="list-style-type: none"> • Deputy Director of The Advanced Hort. Research of Transylvania Institute (Jan 2016 - present) • Founding member and vice president of Transylvania Technology Transfer Association (center for technology transfer) (May2016 – present) • Coordinator and Responsible for the development strategy of the Center for Project Management and Technology Transfer in UASVM Cluj-Napoca (2010 – 2017); • Head of DTC Office (Steinbeis Europa Zentrum) at the UASVMCN (>2014); • Member in the Board of Directors of Cluj IT Cluster (2013 – 2020); • Member in the Board of Directors and president of the Regional Pact for Occupation and Social Inclusion North-West, Cluj-Napoca (>2015); • Member in the Board of Directors of the TREC Cluj-Napoca Cluster (>2015); • Member in the Board of Directors of the Cluj Innovation City Foundation (>2015); • July 2016 – present – managing partner at BioVac Serv LTD Cluj-Napoca • 10.05.2010 – 21.01.2021 – Individual Enterprise owner, project manager • 01.06.2008 – 30.09.2010 – managing partner at MLC Consulting LTD Cluj-Napoca • 1994 – 2001 – managing partner at Vedison Trade Services LTD Cluj-Napoca 																								
Member in professional associations	<ul style="list-style-type: none"> • Member of B.EN.A International Conference (2013-2020); • Member of Society of Horticulture and Silviculture of Transylvania (>2016); • President and founding member of Agricultural Cooperative “Peisagistii” (>2009); • Foundation member of Transylvania Traditional Union, Member of the Board of Ethics – promoting Romanian traditional culture (>2005); • Member of Folklorical Association “Martisorul” (>2016); • President and founding member of “School of Traditional Romanian Customs” (>2022). 																								
Professional and social skills and competences	<ul style="list-style-type: none"> • 2010 – present - folklore dance instructor at the „Datini” folkloric group, Greco-Catholic Church “Sf. Iosif” Cluj-Napoca • 1998 – 1999, 2001 – 2002 – folklore dance instructor at the Music Highschool of Cluj-N • 1999-2003 – dancer, member of Folkloric Group “Datina” Cluj-Napoca • 1992-2000 – dancer, member of Folkloric Group “Martisorul” Cluj-Napoca 																								
Other skills and competences	<ul style="list-style-type: none"> • Farmer: fruit trees, Thuja, beekeeping (>2000); • lifestyle: well-balanced, team player, tenacious, dynamical, well-structured; • hobbies: apiculture, medicine, traveling; • I have excellent communication skills, a flexible personality, I can adapt to late working hours and can easily cope with stress; • analysis and synthesis capacity, forecasting the unexpected outcomes; • good strategy organizer, entrepreneur spirit, proactive, charismatic, global overview, empathic; • supervising abilities, motivating team leader; 																								
Driving license	B																								

Data: August 2024