

Gheorghiuță Agafiței

Professional experience

State Counsellor in the Prime Minister's Chancellery | Government of Romania www.gov.ro | December 2021 - Present

Advisor to the Minister of National Defence - MApN www.mapn.ro | March 2021 - present

Advisor to the Prime Minister's Office | Government of Romania www.gov.ro | February 2020 - January 2021

- Develop a relationship at government level with various actors in the private sector in order to implement and adapt current legislation to private market requirements.

Deputy Director-General | ADP Sector 5 - www.sector5.ro | March 2018 - September 2019

- Management of a public institution with 125 employees and an annual budget of EUR 5 MILLION;
- Administration and implementation of the annual budget (salaries, investments, current expenditure, etc).

Member of the Board of Administration and Chairman of the Board of Administration - since December 2016 | Romaero S.A. www.romaero.com | July 2016 - April 2017

- Supervision of commercial and contracting strategy with military (Ministry of National Defence-MApN) and private operators (AIRBUS, BLUEAIR, etc);

- Development of a recovery strategy;

- Optimisation of operational costs;

- Redefinition of internal structures and organisation chart.

Personal Advisor Deputy Prime Minister | Ministry of Economy, Trade and Business Relations www.economie.gov.ro | February 2016 - February 2017

- Responsibilities regarding large state companies (Romaero - supervision of offset contracting, development of contractual relationship with MApN and other private contractors, Transelectrica, etc.) as well as institutions subordinated to MECRMA: CPP1 Bușteni, ANT, etc.;
- Reorganisation and optimisation of MECRMA in terms of operational processes and cost efficiency.

Director General | ADP Sector 5 - www.sector5.ro | October 2015 - July 2016

- Managing an organisation with 150 employees and an annual budget of EUR 5MIL;

- Administration and implementation of the annual budget (salaries, investments, current expenditure, etc.);

- Implementation of an extensive street rehabilitation program in sector 5.

Member of the Board of Administration | AES S.A. - Sector 5 | November 2015 - July 2016

- Approval of the budget and investment plan;

- Redefinition of the organisation chart and internal structures.

Director - General | Ministry of Transport - Railway Assets Management Company SAAF SA | November 2013 - September 2014

- Management of a company with 30 employees;

- Designing and implementing a new direction for the development of the company;

- Drawing up short, medium and long-term development plans;

- Implementing the short-term development plan;

- Reorganisation of the staffing scheme;

- Recovery of debts and settlement of arrears.

Head of Control and Anti-Fraud Department | State Property Agency

www.domeniilestatului.ro | September 2012 - October 2013

- Control of the activity of the institution, its employees and compliance with contractual conditions by third parties;

- Control of more than 1000 contracts with third parties for an approximate area of 300,000ha of agricultural land;

- Proposal and implementation of sanctions;

- Monitoring the implementation of the processes of realignment to contractual conditions.

Consultant (Alfaparf Romania) January 2012 - September 2013

- overseeing the coordination of objectives and strategies with the overall development directions;

- marketing strategies, product launches, POSM design.

Consultant | Maxipet Romania | January 2010 - March 2010 – based on a project

- Adapting the company's strategy to the specific Romanian market;

- Brand communication according to local market needs;

- Creation and implementation of a launch campaign.

Brand Manager | Procter & Gamble | July 2005 - May 2008

- Local development of brands by increasing market share and turnover

- Coordination of a team of 8 people;

- Constant monitoring and adjustment of the budget according to sales and results;

- Designing and implementing the marketing plan and budget.

Education

2000 - 2005 The Faculty of Communication and Public Relations (www.comunicare.ro) within SNSPA (www.snsna.ro)

- Specialisation: institutional communication, marketing and PR
- Graduated with a grade of 9.23

2011-2015 | University of Bucharest, Faculty of Foreign Languages and Literatures, Master
(studies completed - dissertation in progress)

Other courses and certifications

- UNAP - National Defence College Security and Good Governance Course (2021)
- Prince2 Foundation - Project Manager - international certification in project management (2020)
- AGILE certification
- Microsoft Excel Core 2016 certification
- Project Manager for European Funds (2013)
- Romanian Banking Institute - Broker Certificate (2008)
- School of Arts: Art of Photography - Professional Photographer Diploma – 2010

Abilities

Foreign languages

- English (fluent) C1
- Italian B1
- French (conversation level)