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Bucharest/Arad

## EDUCATION

Master Degree - MBAG,  
Masterclass in business of  
agriculture


**Bucharest University**  
December 2021

Post University Studies  
Internal Auditor  
**TQM**, Bucharest  
December 2021

Bachelor Degree, Accounting  
and Business  
West University, Arad  
December 2013

Bachelor Degree, Law  
**West University**, Arad  
December 2001

## LANGUAGES

English:  C1  
Advanced

# ADINA HANZA

## PROFESSIONAL SUMMARY

*Professional experience in significant decision-making and clear strategic vision.*

*Ability to achieve steady organizational change and growth through collaborative leadership and adaptability to the need for change. Experience in governance, financial oversight.*

*Promote teamwork and consistent delivery of results and solutions needed in both stable and crisis periods.*

## SKILLS

- Leadership
- Management
- Analysis / Analysis of indicators/ KPI setting/ monitoring
- Adaptability and flexibility
- Perseverance and positive attitude
- Project management
- Business development
- Organization and coordination
- Ability to manage multiple tasks simultaneously

## WORK HISTORY

October 2023 - Current

**Transgaz - Member of the Board of Administration**, Bucharest

May 2021 - Current

**ROCA AGRI RDF - DEPUTY CEO**, Bucharest

- Establishing, implementing and coordinating the development strategy of the holding with the holding team and the teams of the 6 companies (REB, FC, AUDIT, P&L, BS)
- Corporate Governance
- Reporting and management between executive teams and shareholders
- M&A (mergers and acquisitions) due diligence, relationship maintenance and banking negotiations
- Development and implementation of organizational growth strategies
- Preparing and reporting to the Board on organizational progress
- Preparing and presenting reports to the Board on organizational progress
- Provided assistance in the development of organizational budgets and resource allocation plans

- Reviewed financial reports, budgets and audit results to monitor the fiscal health of the organization.
- Developed and implemented strategies to drive organizational growth and development.
- Provided guidance in strategic planning and organizational development initiative

November 2019 - May 2020

**Expo Design System - Project Manager**, Arad

- Project management from contracting, design, construction to final participation in international exhibitions

September 2016 - September 2019

**WMG - Executive Manager**, Arad

- Coordination of sales, legal, accounting, creative, production
- Negotiating contracts with customers and suppliers

April 2005 - April 2016

**LR - marketing manager**, Arad

- Management of the sales, production and development department
- Customer portfolio development
- Outdoor and indoor network development
- Obtaining the necessary authorizations and urban planning certificates for the outdoor and indoor portfolio
- Campaign coordination ATL Si BTL

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## **CERTIFICATIONS**

- Public administrator, 09/01/24 - AMEPIP
- Internal Auditor 05/01/2021
- AAI member 20/12/24 \_ Association of Independent Administrators
- Master Audit and Financial Expert - year I of IIII

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## **ADDITIONAL INFORMATION – DRIVING LICENSE**

B, 01/07/99