



Curriculum vitae

PERSONAL INFORMATION

ANAGNOSTE SORIN



📍 Măguricea, no 23, Bucharest, postal code 014232, Romania

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PROFESSIONAL EXPERIENCE

04/05/2024 - Present

Vice Dean, responsible for Research and International Relations

Bucharest University of Economic Studies, Faculty of Business Administration with teaching in foreign languages (Calea Grivitei , no. 2-2A, sector 1, Bucharest, Romania)

[Higher education](#)

25.09.2023 – Present

Associate Professor

Bucharest University of Economic Studies, Faculty of Business Administration with teaching in foreign languages (Calea Grivitei , no. 2-2A, sector 1, Bucharest, Romania)

[Higher education](#)

04/07/2020 – 04/04/2024

Vice-dean, responsible for the didactic activity

Bucharest University of Economic Studies, Faculty of Business Administration with teaching in foreign languages (Calea Grivitei , no. 2-2A, sector 1, Bucharest, Romania)

[Higher education](#)

02.05.2021 – 30.05.2023

Risk Officer

Sparking Capital SA (Piata Charles De Gaulle 15 B, Sector 1 , , Bucharest, Romania)

[Alternative Investment Fund](#)

29.09.2019 – 24.09.2023

Lecturer

Bucharest University of Economic Studies, Faculty of Business Administration with teaching in foreign languages (Calea Grivitei, no. 2-2A, sector 1, Bucharest, Romania)

- Teaching the subject "Business Strategies" at the Bachelor's program (in English)
- Teaching the discipline "Online Business Administration Models" at the Master program (in English)
- Teaching the discipline "Entrepreneurship and technology" at the Master program (in English)

[Higher education](#)

18.10.2015 – 30.04.2020

Management consultant

Ernst&Young Support Services SRL (Bd. Ion Mihalache, no. 15-17, sector 1, Bucharest,

www.eyromania.ro)

- Implementation of projects to improve the performance of the organization
 - Implementation of project software automation projects
 - Coordination of teams for the realization of intelligent automation software solutions
 - Recruiting new colleagues in the intelligent automation department
 - Co-creation of the recruitment and development strategy within EY Romania
- [Business consulting](#)

06.02.2012 – 28.09.2019

Assisting Professor

Bucharest University of Economic Studies, Faculty of Business Administration with teaching in foreign languages (Calea Grivitei, no. 2-2A, sector 1, Bucharest, Romania)

- Teaching the discipline "Introduction to Business Administration" at the Bachelor program (in English)
- Teaching the discipline "Financial Management" at the Master program (in English)
- Teaching of the subject "Online Models of Administration of Business" at the Master program in

[Higher education](#)

12.12.2014 - Present

Trainer

The Romanian Banking Institute (Strada Negru Vodă, no. 3, sector 3, Bucharest, <http://www.ibr-rbi.ro>)

- Teaching the Project Management course, according to the PRINCE2 methodology
- Teaching Design thinking and Communication in business

[Training](#)

15.01.2015 – 17.10.2015

Economist

Electrica Serv SA (Sos. Stefan cel Mare, no. 1A, code: 011736, sector 1, Bucharest, <http://www.electricaserv.ro/>)

- Implementation of a company restructuring plan (+3000 employees)
- Documenting processes in the financial department, implementing performance indicators (KPIs)
- Identifying areas that can be improved within the organization and carrying out related projects

[Energy](#)

01.09.2014 – 30.01.2014

Management consultant

Ensign Management Consultant (Strada Alexandru Constantinescu 25, Bucharest, www.ensight.ro)

- Coordination of a team of ten people for a reorganization process at one of the biggest players in the retail market
- Analyzing the client's system, understanding its business practices, the nature and particularities of the business
- Implementation of continuous improvement initiatives

[Management consulting](#)

01.08.2012 – 30.07.2013

Financial Director

Halliburton Energy Services Romania SRL (Strada Șerban Vodă, Bucharest, www.halliburton.com)

- the preparation of studies and analyzes regarding the profitability of activities, the efficiency of the use of working capital, the evolution of money accumulations, the structure of material expenses and other economic-financial indicators
- monthly analysis of liquidity needs and to order measures in order to accelerate the speed of rotation of current assets
- timely fulfillment of obligations to any of the company's creditors
- preparation of the monthly closing of the income and expenditure budgets and the calculation of the main economic and financial indicators: the balance sheet, the profit and loss account, the cash flow situation, the notes to the annual accounts
- Ensuring the financial control activity for the "Sperry Drilling" service division for 26 countries in continental Europe

Energy

09/01/2009 – 06/30/2013

Business analyst

Heineken Romania SA (S-Park Building, Wing A2-L, Floor 4, Strada Tipografilor 11-15, Bucharest 013714, www.heineken.ro)

- Coordination of performance indicator implementation activities in the financial department
- Carrying out the redesign of company processes
- Implementation of the self-invoicing and electronic invoice transmission process
- Implementation of industry-specific projects alongside other departments

Consumer goods

01.08.2008 – 30.04.2019

Economist

PriceWaterhouseCoopers (Strada Barbu Văcărescu 301 - 311, Bucharest 020276, www.pwc.com)

- Completion of audit reports for assigned clients
- Conducting analysis of audit processes to understand financial risk
- Understanding specific industries to learn the skills needed to become an expert

Business consulting

EDUCATION AND TRAINING

01.10.2008 – 27.03.2012

PHD

Academy of Economic Studies in Bucharest, Faculty of Business Administration with teaching in foreign languages (Calea Griviței no 2-2A, sector 1, Bucharest, www.fabiz.ase.ro)

- Main subjects studied: Advanced Microeconomics, Advanced Macroeconomics, Advanced Econometrics, Human Resource Management, etc.
- The main skills learned were in the area of statistics and econometrics (e.g. including advanced use of SPSS, R or Matlab programs)

01.10.2004 – 31.12.2008

License

Academy of Economic Studies in Bucharest, Faculty of International Economic Relations (Bd. Dacia, no. 41, Bucharest, Romania, sector 1, Bucharest, www.rei.ase.ro)

- Main subjects studied: Microeconomics, Macroeconomics, Management, International Negotiation, Corporate Finance, Risk in international business, Statistics.
- The main skills learned were in the area of economics and foreign languages applied to the business environment

PERSONAL SKILLS

Mother tongue

ENGLISH

Other known foreign languages

	UNDERSTANDING		SPEAKING		WRITING
	Obedience	Reading	Participating in the conversation	Oral speech	
English language	C2	C2	C2	C2	C2
TOEFL , IELTS.					
French	B2	B2	B1	B1	B2
German	B1	B1	B1	B1	B1
Goethe Institute certified					

Levels: A1/A2: Elementary user - B1/B2: Independent user - C1/C2: Experienced user
[Common European Framework of Reference for Foreign Languages](#)

Communication skills

- Mentoring - I provided constant feedback, discussed the aspirations of over 20 interns and increased

their productivity level.

- Good public speaking skills - in my 3-year activity at the Leaders Foundation, I coordinated projects with over 200 participants
- Experienced negotiator - in my work as a Business Analyst at Heineken I contributed to a saving of 10% of the company's annual sales to a trader in the market
- Customer orientation - skill developed following my experience of almost five years within EY Romania, where I constantly dealt with maintaining the relationship with the company's clients
- Team spirit - as a Project Manager, in addition to the coordination tasks of the team members, I was directly involved in the implementation of the strategy together with my colleagues in the company
- Social adaptability – ability acquired as a result of international experience due to obtaining two scholarships in the United States of America
- Ability to provide effective feedback developed following the experience as a mentor within EY Romania

Organizational/managerial skills

- Good time management skills acquired as a manager in the previously mentioned companies
- Analytical thinking developed following management consulting experience
- Creative thinking – in the creation of the strategy of the department, of the company or following the creation of online markets (e.g. AmCham, GigNow)
- Good planning skills learned following my experience as a management consultant within EY Romania
- Organization - skill acquired within FABIZ, acting as an Associate Teaching Staff.

Skills acquired at work

Microsoft Excel Trainer - Beginner, Intermediate and Advanced (2018)
 Design Thinking – Foundations (2021), SPSS (2009), PRINCE2 (Projects in Controlled Environments) 2012, MS Access (2012), R (2012), Python (2023)

Digital competence

SELF				
Information processing	Communication	Content creation	Security	Solving problems
Experienced user	Experienced user	Experienced user	Elementary user	Experienced user

Levels: Elementary user - Independent user - Experienced user
[Digital competences - Self-assessment grid](#)
 Write the name of the certificate.

- Other skills
- Driving license

SPSS, R
 Category B

ADDITIONAL INFORMATION

- Publications
- presentation
- project
- conference
- seminars
- AWARDS
- Affiliations
- reference
- citations
- courses
- CERTIFICATION
- Research projects

Over 25 articles published in 13 years.
 Science Indexed and Cited Journal Articles = 26
 Hirsch indices: Web of Science = 6, Google: = 10, and i10 index = 14, Scopus = 4

Participation in 10 conferences

Scholarship holder of ANIS Romania in 2021
 Two-time Fellow of the Foundation for Economic Education (NY; USA)
 Member of the Association of Financial-Banking Analysts from Romania.
 Over 900 academic citations

PRINCE2, Design Thinking, Project Management.
 Project " PN-II-P4-ID-PCE-2020-2" - in researcher qualifications, between March 2021 - present
 Project "CNFIS-FDI-2021-0039" - as an expert, between June 2021 - present
 Project "KA203-55E84E56 " - as an expert, between May 2021 - present
 "CNFIS-FDI-2020-0193 " project - as an expert, between May - December 2020

Date of completion: 12.11.2024