

CURRICULUM VITAE

PERSONAL INFORMATION

Name **ENE MIHAI**
City
Telephone
E-mail

Date of birth
Civil Status
Military service Completed – Discharged sub-lieutenant Ministry of National Defense

Job title/ Professional area

PROFESSIONAL EXPERIENCE

- Period **APRIL 2021 – UP TO DATE**
- Job Title **PUBLIC- PRIVATE PARTNERSHIP EXPERT FOR THE PROJECT “CARE COURSES FOR EMPLOYEES- RESPONSIBILITY FOR PROGRESS” SMIS CODE 136051 (POCU)**
- Employer **SC STAR CONSULTING & TRAINING SRL**
- Main activities and responsibilities
Provides support to define a partnership between the public sector, private sector, and members of the target group.
Organizes work meetings in view of establishing a public-private partnership
Cooperates with the implementation team to gather and organize the meeting between employers, training providers, public authorities in the area;
Drafts the documentation and selection criteria of the participants
Organizing the meetings, drafting, and submitting the minutes, the submitted documents
Drafting, together with the Partner Coordinator, of the attendance list
Submits the meeting calendar to the participants
Participates to the work meetings organized within the public - private partnership and communicates the minutes of the meeting to the participants
Drafting the strategic agenda
Keep the confidentiality of the information
Applies and abides by the regulation in force related to the Labor Health and Safety norms

- Period **JANUARY 2021 – UP TO DATE**
- Job Title **BUSINESS OPERATIONAL DIRECTOR**
- Employer **SC STAR CONSULTING & TRAINING SRL**
- Main activities and responsibilities
Developing and maintaining solid relations with the relevant members of the company (collaborators, clients).

Recruiting, training, and guiding the staff towards the development of the company
 Analyzing the financial data and developing efficient strategies to reduce costs and increase the profits of the company
 Drafting market research studies to identify new opportunities of development
 Cooperating with the general manager of the company to determine the most efficient approach to identify new opportunities of development
 Drafting and managing the new services and projects throughout pilot periods
 Drafting and submitting business plans
 Investment payback
 Drafting business development concepts
 Drafting long term strategies for the business development.

- Period
- Job Title
- Employer
- Main activities and responsibilities

JANUARY 2021 – UP TO DATE
TRADE OPERATIONS MANAGER
EUROACCES FOUNDATION

Developing and maintaining solid relations with the relevant members of the company (collaborators, clients).
 Recruiting, training, and guiding the staff towards the development of the company
 Analyzing the financial data and developing efficient strategies to reduce costs and increase the profits of the company
 Drafting market research studies to identify new opportunities of development
 Cooperating with the general manager of the company to determine the most efficient approach to identify new opportunities of development
 Drafting and managing the new services and projects throughout pilot periods
 Drafting and submitting the business plans
 Investment payback
 Drafting business development concepts
 Drafting long term strategies for the business development.

- Period
- Job Title
- Employer

SEPTEMBER 2009 – UP TO DATE
GENERAL MANAGER AND MEMBER OF THE BOARD OF DIRECTORS
SC PRACTIC SA, www.practicsa.ro

Practic SA is a joint stock company, traded on RASDAQ market, since November 1996 up to the year 2015, when it was transferred on the AeRO market. The main activity of the company is the lease of owned or leased real estates. Food and non-food supply trade units, bank branches, pharmacies, HORECA units have operated within the spaces owned by the company. Therefore, throughout the last decade and a half, the company has become a benchmark and one of the main operators of services and commercial premises in Bucharest. Whereas, the decline of the traditional street trade increased because of the development of the modern commercial platforms, the company decided to draft certain feasibility and impact studies in view of developing those specific locations that could provide an important economic growth. Consequently, the company got

involved in several real property purchases – lands and buildings - throughout 2001-2015, therefore the current portfolio of PRACTIC SA is different to the initial one, and the economic potential of the newly purchased real properties provides an important perspective for the years to come. Currently, PRACTIC SA holds an asset portfolio of approximately **92 000 000 euro** comprising 33 000 sq. m street commercial premises located in premium areas and areas with an intense pedestrian traffic in the proximity of food and agricultural markets, approximately 10 000 sq. m of office buildings and lands.

- Main activities and responsibilities

Organization and management of the company, drafting the strategic plan of promoting the Company Mission, objectives and development of the business plan to generate income, profitability, sustainability and progress of the company;

Supervision of the operations of the company to ensure an efficient management, high quality of the services provided and an efficient cost of human resources;

Draft proposals of annual budgets of income and expenses;

Negotiation and conclusions of contracts with bank institutions to obtain credit lines;

Coordination of the process of transposing corporate governance principles into internal regulation;

Prudent risk management of the company resources in compliance with the norms and regulation in force;

Drafting activity reports and financial analysis to determine the progress and status of objective completion;

Negotiation of the collective labor contract;

Establish the rights, duties and responsibilities of the personnel;

Approval of the organizational structure and internal regulation of the Company;

Representing the company with any individual or legal entity or competent authority (including, but not limited to, Trade Registry, Romanian National Bank, Custom authorities, Competition Council, Labor Inspectorate, Financial Supervisory Authority, Bucharest Stock Exchange, tax authorities and/or any other public authorities).

- Period
- Job Title
- Employer

MAY 2014 – DECEMBER 2021

MEMBER OF THE BOARD OF DIRECTORS

Piata Obor Market & Trade Center <https://piataoborbucuresti.ro>

"Piata Obor" is the most extensive project of agricultural and food market in Bucharest. This investment project is a benchmark for Bucharest, especially due to the concept of organized, coordinated, and balanced development of an area previously used the same manner as the initial years of trade markets, to which the urban planning positive impact is added. Related to the public health and safety issue, the activity of the shops follows the level of the European standards. The new concept is the perfect mix between modern and traditional, for the most attractive prices.

- Main activities and responsibilities
 - Provides a good management of the financial resources and patrimony of the Company;
 - Submits the income and expenses budget for the following year and the necessary revisions during the fiscal year to the General Meeting of Shareholders,
 - Approves the organizational chart, job titles sheet, the organization and operation regulation and the internal regulation;
 - Approves the marketing strategy and advice the management how to get clients and diversify services to increase incomes;
 - Acknowledges the calculation of the fees for products and services within the area of activity of the company and submits it for approval to the Local Council,
 - Approves the Management Plan drafted by the General Manager/Managers of the Company, having the ability to decide the completing or revision of the plan.

- Period
 - JUNE 2019 – NOVEMBER 2019**
- Job Title
 - ADMINISTRATIVE OFFICER FOR THE PROJECT” THE CAPACITY OF THE LABOR UNIONS IN THE SANITARY AREA TO DRAW UP ALTERNATIVE PUBLIC POLICIES” SMIS CODE 112427 (POCA 2014-2020)**
- Employer
 - EUROACCES FOUNDATION**
- Main activities and responsibilities
 - Cooperates with the team of Member 2 for the planning and organization of the events of the project
 - Provides support throughout the good development of the professional activities within the project
 - Involvement in the delivery of continuous training programs and plans and other teaching documents
 - Participates to the events organized within the project, cooperates with the participants, and provides a good development of the events
 - Supports the activities development monitoring by controlling the flow of documents and information.

- Period
 - SEPTEMBER 2009 – JANUARY 2015**
- Job Title
 - GENERAL MANAGER AND MEMBER OF THE BOARD OF DIRECTORS**
- Employer
 - SC UNIVERSAL SA, <http://www.universalsa.ro>**

Universal SA is a company where the main object of activity is the lease of owned or leased real estates, with a portfolio of approx. 29 000 sq. m of street commercial premises, premium spaces located on the main streets and boulevards in Bucharest such as: Victoriei Avenue, Dorobantilor Street etc.

- Main activities and responsibilities
 - Drafting, implementing, and conducting the development strategies and policies of the company, representing the interests of the Company with third parties, individuals, or legal entities, public or private;
 - Coordination and supervision of the annual plan of incomes and expenses;
 - Analyzing, summing up and submitting the activity of the company to the General Meeting of the Shareholders/ Stockholders, Board of Directors, departments, various institutions, etc.

- Period **SEPTEMBER 2009 – JANUARY 2015**
 - Job Title **GENERAL MANAGER**
 - Employer **SC METEOR SA, <http://www.meteorsa.ro>**
- METEOR SA is a company where the main object of activity is the lease of owned or leased real estates, with a portfolio of approx. 14 000 sq. m of street commercial premises, premium spaces located on the main streets and boulevards in Bucharest such as: Unirii Square, Dorobantilor Street, Mosilor etc.
- Main activities and responsibilities
 - Drafting, implementing, and conducting the development strategies and policies of the company, representing the interests of the Company with third parties, individuals, or legal entities, public or private;
 - Coordinating and supervising the annual plan of incomes and expenses; analyzing, summing up and submitting the activity of the company to the General Meeting of the Shareholders/ Stockholders, Board of Directors, departments, various institutions, etc.
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- Period **JANUARY 2004 – AUGUST 2009**
 - Employer **Howard Johnson Grand Plaza Hotel*****, Bucharest**
- Howard Johnson is an international hotel chain, member of Wyndham Hotel Group, the largest franchise in the worldwide hotel industry. The Howard Johnson Grand Plaza Hotel in Bucharest is a five stars hotel, with 285 rooms, located in the center of Bucharest.
- Job Title **DEPUTY GENERAL MANAGER**
 - Main activities and responsibilities
 - Management and coordination of a team of approximately 300 employees; determining the standards of the hotel products and services, participating in the development of the sales plans; development of the business by relating to the clients and the guest's satisfaction; drafting and monitoring the annual budget for the hotel operation, statistics, reports; team organization, recruiting, training, evaluation, motivation, support for the purchase of specific products or equipment.
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- Job Title **OPERATIONAL DIRECTOR**
 - Main activities and responsibilities
 - Management and coordination of a team of approximately 90 employees: front office, concierge and housekeeping, providing an adequate operation for 24/7 and standards evaluation; coordination of daily arrivals and departures to/ from the hotel; daily inspection by survey of the guest rooms, cooperates with the security departments in the investigation of all the theft cases, behavior incidents, illegal guests in the rooms, etc.; monthly meetings in order to analyze the client balance and determine the measures needed to claim the debts of the liable clients; participating to certain special events organized by the hotel;
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- Job Title **HOTEL DESK MANAGER**
 - Main activities and responsibilities
 - Management and coordination of a team of approximately 20 employees in front office and booking, providing a flowing and correct operation, such as: bookings, registration, guests invoicing, drafting the reports, statistics for

the management, staff management, recruitment, training, evaluation, motivation

- Period **DECEMBER 2000 – DECEMBER 2001**
- Job Title **DEPUTY GENERAL MANAGER**
- Employer **Paltinis Hotel**, Sinaia**

Hotel located in the center of Sinaia, with a capacity of 191 rooms, a Romanian cuisine restaurant with a capacity of 140 people, brasserie salon with a capacity of 130 people, day bar, pizzeria and a treatment and spa center.
- Main activities and responsibilities
Planning, organizing, coordination, management, and control of the hotel activities, drafting the development strategies of specific activities: development and promoting the hotel image throughout planning and coordinating the marketing and advertising activities; providing a good advertising and sale of hotel services; development of business relations with travel agencies; supervising the adequate use of the loyalty methods of the clients.
Motivating the staff in view of maintaining an elevated level of the hotel standards; monitoring the efficient settlement of the client claim.

- Period **SEPTEMBER 1999 – JANUARY 2004**
- Job Title **OPERATIONAL DIRECTOR**
- Employer **TURIST HOTEL**, Bucharest**

Management and coordination of a team of approximately 50 employees front office, concierge and housekeeping, providing an adequate operation for 24/7 and standards evaluation; participating in the development of the sales plans; development of the business by relating to the clients and the guests satisfaction; drafting and monitoring the annual budget for the hotel operation, statistics, reports; team organization, recruiting, training, evaluation, motivation, support for the purchase of specific products or equipment;
- Main activities and responsibilities

- Period **MAY 1999 – SEPTEMBER 1999**
- Job Title **HOTEL DESK MANAGER**
- Employer **Best Western Parc Hotel***, Bucharest** Best Western is one of the largest international hotel chains in the world. Best Western Parc – 267 rooms and 180 employees.
- Main activities and responsibilities
Management and coordination of a team of approximately 19 employees in front office and booking, providing a flowing and correct operation, such as: bookings, registration, guests invoicing, drafting the reports, statistics for the management, staff management, recruitment, training, evaluation, motivation

- Period **DECEMBER 1996 – APRIL 1999**
- Employer **Dorobanti Hotel***, Bucharest**

Hotel with 297 rooms located in the center of the town
- Job Title **HOTEL DESK MANAGER**
- Main activities and responsibilities
Management and coordination of a team of approximately 25 employees in front office, booking, lobby and providing a flowing and correct operation of:

bookings, registration, guests invoicing, drafting the reports, statistics for the management, staff management, recruitment, training, evaluation, motivation

- Job Title
- Main activities and responsibilities

FRONT DESK OFFICER

Greeting and registering guests, assisting guests during their staying at the hotel, invoicing, and collection activities;

EDUCATION AND TRAINING

- Period September 2015
- Name and type of organization Management Center Europe (The European Headquarter of the American Management Association) – Brussels, Belgium
- Main activity/subjects **„Project Management The Fundamentals”**
- Qualification title Certificate

- Period June 2015
- Name and type of organization Management Center Europe (The European Headquarter of the American Management Association) – Barcelona, Spain
- Main activity/subjects **„Developing personal influence and impact”**
- Qualification title Certificate

- Period December 2014
- Name and type of organization Management Center Europe (The European Headquarter of the American Management Association) – London, UK
- Main activity/subjects **„Fundamentals of Finance for Non – financial managers”**
- Qualification title Certificate

- Period October 2014
- Name and type of organization Management Center Europe (The European Headquarter of the American Management Association) – Brussels, Belgium
- Main activity/subjects **„Leadership for Senior managers”**
- Qualification title Certificate

- Period April 2013
- Name and type of organization Management Center Europe (The European Headquarter of the American Management Association) – Brussels, Belgium
- Main activity/subjects **„5 days Mini MBA”**
- Qualification title Certificate

- Period June 2013
- Name and type of organization Management Center Europe (The European Headquarter of the American Management Association) – Barcelona, Spain
- Main activity/subjects **„Budgeting, Forecasting and Cash Flow Management”**
- Qualification title Certificate

- Period August 2013 – December 2013

- Name and type of organization Management Center Europe (The European Headquarter of the American Management Association) – Brussels, Belgium
- Main activity/subjects **„Mini Master of Marketing Management”**
- Qualification title Certificate
- Period 2006 - 2007
- Name and type of organization Ecole Hoteliere de Lausanne, Switzerland
- Main activity/subjects Hospitality Management
- Qualification title **Post Graduated Diploma in Hospitality Management**
- Period 2001 - 2005
- Name and type of organization In house trainings: Howard Johnson, Ramada, Cendant Group
- Main activity/subjects “Communications Skills,” “How to sell more,” “Management Development Skills,” “Service Excellence,” “Time Management;” “Wyndham Rewards;”
- Qualification title **“General Manager Certification”**
Certificate
- Period October 2002 – February 2003
- Name and type of organization Tourism, Hotel & Restaurant Consulting Group
- Main activity/subjects **Course of Italian language**
- Qualification title Certificate
- Period October 2001
- Name and type of organization SNSPA –The Faculty of Communication and Public Relations
- Main activity/subjects **„Management Organization in Private Companies”**
- Qualification title Certificate
- Period June - August 2000
- Name and type of organization „Hotel School The Hague,” The Netherlands
- Main activity/subjects **„Summer course in Rooms Division Management”**
- Qualification title Certificate
- Period March 2000
- Name and type of organization National Center of Education in Tourism
- Main activity/subjects **Intensive course of use and operation of Windows 95, MS – Office and Internet**
- Qualification title Graduation Certificate
- Period December 1999
- Name and type of organization **„Netherlanders Management Cooperation”** program organized by the National Center of Education in Tourism
- Main activity/subjects „Marketing and Management in Tourism”

- Qualification title Certificate
- Period September – December 1996
- Name and type of organization SC PICON SA
- Main activity/subjects Intensive courses of English language, beginner, intermediary, advance level
- Qualification title Certificate
- Period 1993 - 1997
- Name and type of organization **Academy of Economic Studies**
- Main activity/subjects **Faculty of Business, Tourism Services Major**
- Qualification title Bachelor's degree

PERSONAL ABILITIES AND SKILLS

GENERAL ABILITIES

- the ability to manage complex activities
- the ability to understand and analyze the business processes
- the ability to synthesize and provide a conclusion on punctual/general aspects of "the business"
- resistance and performance under pressure
- initiative spirit
- ability to communicate and assist

FOREIGN LANGUAGES

• LEVEL

English
ADVANCED

Italian
BEGINNER

DRIVING LICENSE

B Category, 1997

