



Date of Birth: 12 June 1974
Name: SAMOILA REMUS
Present Address: St. Nicolae Alexandrescu nr.6, Bloc B4B, Apt.2, Galati, Cod 6200
Telephone Number: Mobile 0745643192 (Orange); 0788387759 (Zapp).
Marital Status: Married
E-mail: sremus@rdslink.ro; sremus@martens.ro

Education and Qualifications:

2001-2002 Microsoft Certified Professional - MCSE & MCSA –Microsoft ID#2464407
2000-2002 2 years course - Post Graduate Degree in Computer Science
University “Dunarea de Jos” – Galati, Romania
1999 June-July International Executive Development Center Slovenia
Course of Management
1997 Societatea Nationala de Compensare Decontare si Depozitare (SNCDD) and Registrul Roman al Actionarilor (RRA) - Bucharest
Course of *Authorised Operator* for Stock Transfers and Compensations
1997 Asociatia Nationala a Societatilor de Valori Mobiliare (ANSVM) – Bucharest
Courses of Broker / Trader on Romanian Capital Market
1992-1997 Diploma in International Economic Relationships – International Transactions
University “Transilvania” Brasov, Romania
1993-June Chamber of Commerce and Industry Galati
Course of “*Gestion Financiere et Fiscalite*”
1993-May Chamber of Commerce and Industry Galati
Course of “*Business Plan Guide*”

Work Experience:

May '97 – Nov '98 S.V.M. “EUROINVEST” S.A. – St. Domneasca, no. 26, Galati
Type of Company: Brokerage House
Post: Financial investments consultant – Trades Manager
Responsibilities: Stock trades on the Romanian OTC Market (RASDAQ). Client’s portfolio management. Financial analyze of the Romanian Company listed on Romanian Capital Market (BVB and Rasdaq). Recommend investment strategies for the clients.
Additional responsibilities: Back-up operations (compensation operations with SNCDD Bucharest and stock transfers from Romanian Stock Shares Registry).
Feb '99 – Oct '00 S.C. “DUNAREA” S.A. – St. Nicolae Balcescu, no. 1, Galati
Type of company: Tourist Services - Hotels and restaurants.
Post: Economist (Marketing Department)
Responsibilities: Develop the marketing & sales strategy of the company. Project the plan of Marketing & Sales Department. Analysis of the local market and planning of promotional activities. Promote the services and generate profitability for the company. Safeguard the interests and integrity of the company. Create and suggest strategies in order to optimize the activity. Establish & maintain good relations with clients. Preparation of business plans and budgets for each department.
Oct '00 – Present S.C. MARTENS S.A. – St. Grigore Ventura no. 1, Galati, Romania

Type of company: Brewery Factory (owned by Brouwerij Martens Belgium)

Post: Financial Information System Senior Analyst – Network Administrator

Responsibilities: To implement an integrated network software solution (ERP) based on Oracle 8i and developed in Oracle Developer 6i. To perform extensive, routine functional system support: complex data transfer, processing and reporting operations for the management. Perform complex review, analysis and modifies programming systems to support upgrades, update and integration process of the implemented ERP solution. Preparation of training plans regarding system operation, functional support, system review and technical update; train new people as assigned by Manager; work review of other team members as assigned by the Manager.

Additional responsibilities: To administrate the computer network of the company -based on Active Directory-, counting 40 workstations with Windows 2000 Professional clients and 3 servers. Drive the research identification and adoption of improvements on processes and tools specific to the team's activity.

Other Information:

- *English and French* – both written and spoken very well.
- I am familiar with Windows 2000 Server and Professional) and Office Suite.
- I have no military obligation.
- I have driving license (B category since 1993).

Aptitudes:

- Managerial skills.
- In-depth knowledge of import – export formalities and procedures.
- Good knowledge and understanding of the Romanian business environment and, particularly, Galati business market.
- Analytical skill and good negotiation skills.
- Ability to identify and solve problems.
- Focused on achieving the targets and objectives.
- Very strong communication and leadership skills.
- Client and goal oriented.
- Self-motivated and focused on continuous personal improvement.

Hobby

- Travel, basketball and cars.