

Curriculum Vitae

Radu-Mihai Ivan

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Experience:

Teaching Assistant and PhD Fellow – Drilling – Oil and Gas University, Ploiesti, Romania since October 2016

I am in charge with the applicative teaching part for the Offshore Drilling and Rock Mechanics courses. There are also numerous projects for private entities (either oil and gas companies or foreign schools) carried on by the university in which I am involved as part of the Extraction and Drilling Department of the school.

Contact for references: prof. Lazar Avram – Dean

Corporate Credit Risk Analyst at Royal Bank of Scotland, Bucharest – Romania (09.2011 – 07.2016)

Analysis of corporate clients related proposals from a credit risk perspective and delivering advices to the responsible Credit Committees. I was dealing with loan tickets reaching usually between € 5 to € 55 million within complex structures. Since June 2012 I was in charge with the portfolio optimization (restructuring), leading to active exiting of around 40 relationships with an aggregated exposure of € 67.5 million.

Sales Manager – ING Commercial Finance, Bucharest Romania (2007 – 2011)

ING Commercial Finance was established in 2007 as the trade / supply chain finance specialist entity. I established the network (Timisoara, Iasi, Cluj) both for direct (own relationship managers) and indirect sales channels (ING Bank branches) and elaborated the sales strategy, client segmentation, sales team coordination, budgeting and reporting. I also organized marketing events and presented the company's services through public speeches.

Corporate Relationship Manager - Raiffeisen Bank, Bucharest, Romania (2002 – 2007)

Maintained the relationship with the corporate clients I took over, identified new business opportunities, coordinated the Branches in dealing with the local, smaller corporate clients and supervised all the banking operations my clients had. I was in charge with client acquisition (t/o exceeding € 5 million) and drafting the credit applications.

Foreign Languages and IT skills:

Romanian – native

English – fluent (8/9 in IELTS Academic Testing in August 2013)

Italian – fluent

French – intermediate

Very good grip of the MS Office package, AutoCAD 2D, SAS and MathCAD.

Education:

Petroluem-Gas University, Ploiesti, Romania – *PhD in Petroleum Engineering* – 2021

Universita di Bologna, Italy – *MSc in Business Administration*

Petroluem-Gas University, Ploiesti, Romania – *BSc in Petroleum Engineering*