

Adrian-Marius DOBRE

BIOGRAPHICAL DATA

[redacted]

PERSONAL STATEMENT

Dedicated to performance. During hard times and happy times. Performance achieved through hard work, inspiration, creativity, discipline and honesty. Performance always sustained by solid principles and strong values.

Happy to be with and among people. Always with an open mind and with an open heart.

EDUCATION AND SPECIALIZATION

2012 – 2017
PhD in **International Affairs and Economics**, SNSPA, Bucharest

2008 – 2010
Master Degree – **International Relations and Securty Studies,** "Lucian Blaga" University, Sibiu

2009
Master Degree – **Information Management**, ORNISS, Buchares

Iulie 2009
National College for Home Affairs – „Alexandru Ioan Cuza" Academy, Bucharest

2008 – 2009
Master Degree – **Security and National Defence**, National Defence University "Carol I", Bucharest

April - July 2008
National Defence College – National Defence University "Carol I", Bucharest

2008
Postgraduate Studies in **International Relations**, Romanian Diplomatic Institute

2000
Master Degree in Business Administration, Open University, UK

2000

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Master Degree - Marketing and Communication, Bucharest University of Economic Studies, ASE Bucharest

1995 – 2000
Licensed in Economy, **Faculty of Finance and Banking**, Bucharest University of Economic Studies, ASE Bucharest

LANGUAGE SKILLS

NATIVE:	**Romanian**
FOREIGN LANGUAGES:	**English**
	French

Self evaluation
European Level:

English:	**Comprehension: C2**	**Spoken: C1**	**Written: C1**
French:	**Comprehension: B2**	**Spoken: B2**	**Written: B2**

PROFESSIONAL ACTIVITY

February 2022- present
Ad Interim General Manager - N.C Unifarm S.A

September 2021
Founder and President of „National Centre of Economic Diplomacy, Negociation and Entrepreneurship" - a project of University „Politehnica Bucharest" and the Romanian Academy.

April 2021 – December 2021
Economic editorialist at the „Capital" newspaper

November 2018
Founder and member of Centre of Excellence in Foreign Trade a project of University of Economic Studies and National Institute of Statistics.

October 2018
Professor, PhD - University of Economic Studies, Faculty of International Relations, Master's Programs.

May 2018 – January 2022
Managing Partner

September 2017 – April 2018
State Secretary - Ministry of Business Environment, Commerce and Entrepreneurship, Foreign Trade and Foreign Investments.

January 2017 – June 2017
State Secretary - Ministry of Labour and Social Justice

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April 2016 – January 2017
CEO - Graficisme

July 2015 – March 2016
State Secretary - Ministry of Labour and Social Justice

October 2011 – July 2015
CEO - Graficisme

2006 – 2011
CEO PointMax

2003 – 2006
Development Manager – **HVB Bank România S.A.**

2001 – 2003
National Sales Manager – **AIG Life** Asigurări România

1998 – 2001
Manager – **AIG Life** Asigurări România

1996 – 1998
Sales Manager – **AIG Life** Asigurări România

ACTIVITY IN THE NGO'S SECTOR

June 2011 - present
Member and Contributor of „Club Romania"

December 2012 – April 2014
Vicepresident of **The British Romanian Chamber of Commerce (BRCC)**

September 2010 – April 2014
Director of the board for **The British Romanian Chamber of Commerce (BRCC)**

ACTIVITY IN OTHER INTERNATIONAL ORGANIZATIONS

September 2010 – April 2014
Board Member in the British Chamber of Commerce London

CIVIC ACTIVITY

September 2010 – April 2015
Partner and coordinator of HOSPICE „Casa Speranței"

September 2010 – April 2015
Partner and coordinator of „Salvați Copiii" Association

SCIENTIFIC, ACADEMIC ACTIVITY

Co-Author of Specialized Works

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- Areala Globale – Uniunea Europeana – Africa Subsahariana
- NATO la 60 de ani de la infiintare – Perspective Romanesti
- Conceptul strategic NATO – Parteneriat pentru Securitate.
- Romania in Cheie Transatlantica
- Diplomatie economica si publica – instrument de dezvoltare economica sustenabila – course support
- Instrumente si mecanisme de promovare la export – course support
- Diplomatie – concepte aplicate – course support
- Comunicare si promovare interna si internationala – poarta catre succesul si rezilienta afacerilor – course support
- Platforma nationala de sustinere a comertului international – course support

PROJECT ACTIVITY

Initiator of the project **„Platforme de export pentru zonele non-UE”**, developed under the European Foundation Titulescu patronage
Organizer and speaker for numerous events and large scale economic and political conferences

Co-moderator of ***„Ziua Consumatorului de Servicii Financiare”*** conference organized by ALB, ISD, ANPC held at the Romanian Banking Institute.

Debate moderator of ***„Conceptul strategic al centurii economice a Drumului Matasii”*** conference**,** organized and held at the Social Democratic Institute, in the presence of representatives from the International Department of the Central Committee of the Communist Party of China, led bt His Excellency mister ZHU LI, Deputy Minister.

Round table on the occasion of congresswoman Loretta Sanchez tour, co-president of the Friendship for Romania Group in the United States Congress, membre of the Defence and Homeland Security Committee, held at the Democratic Social Institute „Ovidiu Şincai”.

Debate moderator for the **„Summitul de la Vilnius - Implicatii si consecinte pentru Romania”,** conference, held at the European Foundation Titulescu

Romania representative for the UN, New York, session of January 2017 – January 2018 – speaker & Co-chairman for the Economic and Social Council – ***„Dezvoltare economica si sociala durabila a tarilor emergente”***

Christine Lagarde conference**, “Eastern Europe and Romania : The road ahead”,** held at the National Bank of Romania

Conference **“Taxarea tranzactiilor financiare si consecintele sale asupra cresterii economice, stabilitatii financiare si finantelor publice”** held by the National Bank of Romania with the European Romanian Institute

Debate moderator **“Relatia Romaniei cu Vaticanul. Concordatul”,** held at the European Foundation Titulescu

Debate moderator **„Relansarea Economica si Dezvoltarea Durabila a Romaniei”** held during the Second Edition of Atelierele Viitorului

Event moderator: Debate **„Aderarea Romaniei La Spatiul Schengen – Obiectiv De Etapa”** held at European Foundation Titulescu

Romania representative for the OSCE during 2017/2019/2019, Paris – numerous conferences, debates, work meetings, bilateral meetings and good offices for Romania’s objective of the OSCE affiliation.

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Key Speaker - ***„Perspective ale dezvoltarii economice si industriale ale Romaniei”*** – UN, Geneva.

Key Speaker - ***„Comertul international extra si intra european”*****,** Stockholm, Sweden.

Key Speaker – ***„Rolul absorbtiei calitative a fondurilor europene in procesul de industrializare”*** – European Commission, Brussels, Belgium.

Key Speaker & Co-President- ***„Rolul digitalizarii in dezvoltarea economiei nationale. Foaie de parcurs”*** – Council of Europe, Strasbourg, France.

Other debates and conferences: with representatives of the International Monetary Fund for Romania and Bulgaria, with Deputy Minister of the Republic of Moldova and Minister of Economy, Valeriu Lazar and with Deputy Minister for Foreign Affairs and European Integration, Andrei Popov, at the conference ***“Is a Great Stagnation overtaking the Global Economy?”*** held by Tyler Cowen – Holbert C. Harris Chair of Economics și General Director of Mercatus Center at George Mason University – *“America’s Hottest Economist”* – in top 100 Global Thinkers, at the *“British Investors Forum”*.

Speaker or moderator in numerous conferences, debates, round tables and book releases,like the International Francophone Seminar *„Initiatives Entrepreneuriales, Developpement regional et Dynamique Territoriale”* (Bucharest University), launch of Income Magazin, Romania’s Outlook or the annual scientific sessions with international participation of the National Defence University “Carol I” și ale National Intelligence Academy „Mihai Viteazul”

Personal description

Managerial skills, internal and external communication abilities, negotiation and organizational skills.
Charismatic, empathic, well balanced.
Loyal, honest, deferent, cooperative and a direct type of person.
Great work capacity and effort, with a target to performance and result.
Managerial, communicational and organizational creativity.
Able to develop, grow and maintain an extended and interactive relational structure.
The pleasure and passion of communication reflected in corporate performance.
Success oriented through team success, accomplished projects, cooperation and mutual solidarity.
A multisectoral competitive professional training: private, public, entrepreneurship, academic, media (TV, radio, online, written publications) national an international.
Experience of international representation for national interests, as well as extensive experience of complex and high-stakes international negotiations with the UN, IMF, EIB, EBRD, OECD, WB.

OTHER ACTIVITIES

External support and advice in the international trade field, especially in the export area.
Applied psychology in communication and marketing: 3I Concept (Innovative, Intuitive, Intelligent).
Public communication (corporate and government) through multilevel addressing platforms.
Sensory public communication and promtion (private and public sector) using the latest technology IOT (internet of things) and AI (Artificial Intelligence).
Mentoring and coaching in entreprenourship.
Concept developer.
Academic centers of excellence and research in the international trade field, public business communication, economic diplomacy and negotiation.

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