PERSONAL INFORMATION

Ciprian BOZIAN



[redacted]
[redacted]
[redacted]

Date of birth [redacted] | Nationality Romanian

JOB APPLIED FOR / POSITION PREFERRED JOB / STUDIES APPLIED FOR / PERSONAL STATEMENT

Advisor

WORK EXPERIENCE

June 2018 – present

Strategic Funding Manager

UniCredit Bank, Blance Sheet Management, Bucharest, RO

- Ensuring sufficient liquidity in RON and foreign currencies for the bank through the Trading department to meet current obligations, to meet legal and internal regulations and to cover the need for customer financing (loans, bond issues, securitizations);
- Responsible for evaluating and effectively utilizing different sources of funding, including implementing funding from supranational institutions (EIB, IFC, EBRD, EIF, CEB);
- Manages the access to the local and international capital market, and also the implementation, development and management of bond issues (including collateral management); I have been involved in several successful bond issuance (last one was a senior non-preferred bond issued in March 2025);

Business or sector Banking

July 2021 – November 2021

Chair of the Supervisory Board

Conversmin S.A, Bucharest, RO

November 2017 – June 2018

Product Manager – EU Funds, National Programmes and Partnerships

BRD – GSG, Bucharest, RO

- Responsible for preparing specific corporate and SME products (for EU Funds, Guarantee Funds, EIF and EIB: SME Initiative, JEREMIE, COSME, InnovFin, MidCap Guarantee, other Financial Instruments);
- Preparing the due diligence for submitting the applications to access new portfolio guarantees from EU bodies, agreement negotiation and final implementation on bank level (definition of procedures, processes, products, staff training);
- Providing support for specific loans (EU and National Funds, State aid schemes, Norway Grants, EBRD, EIB, EIF Products, other Financial Instruments) or for guarantees from Romanian State/EU;
- Collaboration with third parties (Guarantee funds, Management Authorities, EIF, EIB, BERD) in order to improve the portfolio products or creating new products;

Business or sector Banking

March 2011 – November 2017

EU Funds Senior Product Manager (Structured Finance)

Unicredit Bank, Financing & Advisory - Corporate Investment Banking & Private Banking, Bucharest, RO

© European Union | europass.cedefop.europa.eu

SEMNAL · semnal.ro/companii-de-stat

- Preparing the due diligence for submitting the applications to access new portfolio guarantees from EU bodies, agreement negotiation and final implementation on bank level (procedures, processes, products, staff training);
- Defining, implementing and monitoring credit facilities granted under different programmes for SMEs (InnovFin, JEREMIE, COSME, MidCap Guarantee, SME Initiative, other Financial Instruments);
- Responsible for preparing specific corporate and SME products (for EU Funds, Guarantee Funds, EIF and EIB: JEREMIE, COSME, InnovFin, MidCap Guarantee, SME Initiative, other Financial Instruments);
- Collaboration with third parties (Guarantee funds, Management Authorities, EIF, EIB, BERD) in order to improve the portfolio products or creating new products;
- Management of the agreements signed by the bank with international financing institutions (EIF, EIB, BERD) and national Guaranteeing funds (FNGCIMM, FGCR, EximBank) including analyzing, and negotiating the content of these agreements.

Business or sector Banking

June 2010 – March 2011 **Credit Portfolio Manager**

Unicredit Bank, Financing & Advisory - Corporate Investment Banking & Private Banking, Bucharest, RO

- Providing support in obtaining guarantees from Romanian State through FNGCIMM, FGCR, EximBank and Kogalnicenau Program
- Checking the conformity of the credit & guarantee contracts with the approved terms and conditions, before signing by the contractual parties;
- Checking the compliance of the justifying documents for credit disbursements with the loan's purpose;
- Setting/Checking in IT system the credit limits, the guarantees, the commitments;
- Performing monitoring activity (covenants, past dues, deferrals, CRB, Ministry of Finance);
- Providing support for the monitoring officers in the branches related to credit monitoring issues;

Business or sector Banking

May 2008 – June 2010 **Credit risk manager**

Unicredit Bank, Financing & Advisory - Corporate Investment Banking & Private Banking, Bucharest, RO

Business or sector Banking

November 2007 – May 2008 **Loan Administrator**

Libra Bank, Head Office, Loan Administration Department, Bucharest, RO

Business or sector Banking

May 2005 – Dec 2014 **Business owner, Administrator**

Adverito Advertising, Iasi, RO

Business or sector Advertising

November 2003 – May 2007 **Real estate broker**

Paralela 45 SRL, Activ Casa SRL, Real estate broker, Iasi, RO

Business or sector Real Estate

EDUCATION AND TRAINING

2004 - 2008 Economist

Al.I.Cuza University, The Faculty of Economics and Business Administration, International Business and Economics, Iasi

- Economics and International Business, Marketing, Management, Computer Science

SEMNAL · semnal.eu/compatibilitate

europass Curriculum Vitae Ciprian Bozian

2003 - 2007	Economist **Al.I.Cuza University, The Faculty of Economics and Business Administration, General Economics, Iasi** • Economics, Marketing, Management, Computer Science
1999 - 2003	**A.T.Laurian National College, Mathematics and Informatics, Botosani**
August 2012	EU Funds Expert certificate issued by ANC/Ministry of Education **Structural Consulting Group - Bucharest**
February 2008	Investment Broker (Broker certificate issued by CNFPA/Ministry of Education) **Romanian Broker's Association**

PERSONAL SKILLS

Mother tongue(s): Romanian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1
French	B1	B1	A2	A2	B1

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user
Common European Framework of Reference for Languages

Communication skills
- Excellent communication skills
- Resourceful and goal oriented
- Constant aim to achieve high standards

Organisational / managerial skills
- Highly flexible in adapting to every working environment
- Focused on finding efficient solutions
- Teamwork competences
- Project planning
- Leadership
- Critical Thinking

Digital competence
- Office & Productivity Software
- Google Workspace
- Communication & Collaboration
- Data Analysis & Databases
- Bloomberg
- Design & Creative Tools (Photoshop/Lightroom)

Driving licence: B Category (from 2002) / A Category (from 2019)

© European Union | europass.cedefop.europa.eu

SEMNAL · semnal.ro/companii-de-stat