





PERSONAL INFORMATION

Ștefan Marian DUMITRU

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Sex Male | Date of birth 20/08/1991 | Nationality Romanian

WORK EXPERIENCE

05/2019 - present

Regional Groups Coordinator & Board Member**The College of Europe Alumni Association**

- Board Member of the Alumni Association and Coordinator of Regional Groups (branches of the College of Europe Alumni Association, around the world).
- attending events organized by regional groups, embassies, universities & civil society;
- support the regional groups by coordinating and promoting their activities;
- facilitating communication of Regional Groups activities to Alumni and advising on the most efficient communication techniques, utilizing the digital platform and event organization tools;
- preparing, gathering information and coordinating the Annual Activity Report for the Board of Members and College of Europe Annual Activity Report Reunion;
- elaboration of the Alumni Regional Groups strategy.

03/2017 – present

Key Account Manager**Procter & Gamble Romania**

- giving tutorials on how to utilize analysis tools to field team;
- monitor and analyse contractual KPIs (services, data, price rates, sales volumes, etc);
- monitoring, analysis and forecasting of economic conditions in Romania, focusing on the impact of policies employed by the Romanian Government;
- measure and analyse effectiveness of products policies, by developing tracking metrics to evaluate the impacts of initiatives and their performance;
- advise senior management and product portfolio teams on market performance, market communication strategies, consumer demand and preferences, effect of governmental policies on the market.

10/2014 – 08/2015

Deputy Vice President of External Relations**League of Romanian Students Abroad (Liga Studentilor Romani din Strainatate) - NGO, Bucharest (Romania)**

- coordinate the communication, negotiation and development of partnerships with Romanian Governmental Institutions;
- project lead for the Governmental Internships Partnerships: Smart Internships 2015 & Business Diplomacy 2015;
- monitoring communication with institutions and ensuring proper coordination with their policies and demands;
- preparing communication materials for the Department of Communications to promote projects, events, branch reunions and internships organized, through media, website and partners.

12/2010 – 07/2015

Student Class President**The Bucharest University of Economic Studies, Romania**

- member of the Bachelor and Masters Admissions Committees;
- Coordinator of the Foreign Students Department, leading the organization of international events, foreign students social integration events and foreign study delegations.

10/2010 - 01/2015

Member of the University Senate, Student Senate and Faculty Council**The Bucharest University of Economic Studies, Romania**

- Elected Member to the University Senate, Student Senate and Faculty Council by the student body of the Faculty of International Relations and Economics, for two terms;
- evaluating and reporting the potential impact of policies relevant to student interests, elaborated by the University Senate or Faculty Council;
- developing the student body strategy, based on the needs and demands expressed by students, at the beginning of the academic year;
- producing regular communication content with regards to academic developments and distributing said content via traditional and digital media;

- 08/2014 – 12/2014 **Diplomatic Intern**
The Romanian Embassy in the Kingdom of Norway, Oslo (Norway)
 - gathering information and reporting key interest points and policy issues, discussed in public conferences and Norwegian media, with regards to Romanian immigrants;
 - monitoring and analysing developments of Norwegian policies regarding immigrants;
 - Member in the Presidential Election Committee of 2014, tasked with realizing communication materials of the electoral procedure and their distribution through digital media, towards citizens in Norway.
- 03/2013 – 05/2013 **Market Research Intern**
Ernst & Young România, București (Romania)
 - market analysis and reporting on the construction industry's growth potential.
- 11/2012 – 12/2012 **Consultant Intern**
Eurogroup Consulting, Paris (France)
 - market research and reporting of Romanian industry key investment opportunities.

EDUCATION

- 10/2015 - 09/2019 **Doctorate Candidate in International Relations and Economics**
Institute of Doctoral Studies, The Bucharest University of Economic Studies, Bucharest (Romania) – In English
Doctoral Thesis: The European Union's Trade Policy – Democracy, Legitimacy and Efficiency
- 08/2015 – 06/2016 **Master's in European Political and Administrative Studies**
College of Europe, Bruges (Belgium) - In English and French
Subjects: EU Economics Policies; Politics and Policies of the European Union; EU Foreign Policy; The EU's Eastern Partnership; The EU Neighbourhood Policy; Negotiation and Decision Making in the EU.
Master Thesis: Moldova - A Song of Success and Failure for the ENP. What went wrong and what could the EU do to redress the situation.
- 08/2014 – 12/2014 **Erasmus Master's Exchange - Major in International Relations**
BI Norwegian Business School, Oslo (Norway) - In English
Subjects: The State and the Market: Core Concepts in political economy; Geopolitics of International Relations; International Financial Management; Supply chain management; Theories of Innovation, International Transaction of Goods.
- 10/2013 – 07/2015 **Master's in Management of International Business**
The Faculty of International Relations & Economics from The Bucharest University of Economic Studies, Bucharest (Romania) - In English
Subjects: Global Financial and Currency Markets; Open Macroeconomics; Business and politics in the EU: The political economy of the single market; Global politics: International political economy and world trade; International Trade; International Strategic Management; Risk Management in International Business.
Master Thesis: Romania's Approach to Energy and Environment in the context of the EU's policies and external threats. **Mark 10 out of 10.**
- 10/2010-06/2013 **Bachelor's degree in International Relations and Economics**
The Faculty of International Relations & Economics from The Bucharest University of Economic Studies, Bucharest (Romania) - In English
Subjects: Geopolitics; Trade Policy; Comparative Economic Policies; Database Management; Statistics; Microeconomics; Macroeconomics; European Economics; EU Law; International Trade; International Negotiation.
Bachelor Thesis: E.U. Funds Absorption: Romania vs. Poland; **Mark: 10 out of 10.**

TRAINING

- 18.06.2018 - 30.07.2018 **Facing the art of diplomacy - Communication and Diplomatic Protocol**
The Romanian Diplomatic Institute
Subjects: Diplomatic correspondence; Use of Diplomatic Language; The Art of Debating; Diplomatic Protocol; Communication with the press; Personality and human behaviour; How to spot fake news; Rules and norms in diplomatic etiquette;

- 01.09.2015 - 18.12.2015 French academic language course - B2 level
College of Europe - Brugge
- 07.11.2015 - 08.11.2015 From Project Statement to Task Organization in EU Project Management
College of Europe - Brugge
- 29.10.2015 – 30.10.2015 Les usages du protocole diplomatique
College of Europe - Brugge
- 29.09.2015 – 30.09.2015 The institutional terminology of the European Union
College of Europe - Brugge
- 06.07.2015 – 24.07.2015 Cours francais correspondant au niveau A2
L'Institut Francais de Roumanie

PERSONAL SKILLS

- Mother tongue(s) Romanian
- Other tongue(s) English – C2; French – B1
- Communication skills - team spirit; highly adaptable to multicultural environments, very good communication skills.
- Organisational / managerial skills - good organisational and negotiation skills gained as Coordinator of student and youth programs, Project Manager in NGO's and Team Leader in companies.
- Job-related skills - very good knowledge of political and economic affairs at national, international and E.U. level;
- analytical skills, economics, trade and macroeconomics research and fact finding;
- able to write clear and comprehensive reports and policy analysis in English;
- Digital competence - very good command of Power BI, Microsoft Office tools (Word, Excel, PowerPoint, Power BI, Outlook and Access).

ADDITIONAL INFORMATION

- Honours and Awards **Top 2% - Masters in Management of International Business**
College of Europe – European Commission ENP Scholarship
- Projects Smart Internships 2015 – Bucharest: PM and marketing coordinator with Romanian institutions.
Business Diplomacy 2015 - Bucharest, PM and marketing coordinator with businesses.
Youth in Action projects in France, Italy, Germany and Turkey from 2012 to 2014.
- Publications **THE EFFECTIVENESS OF THE EU ECONOMIC GOVERNANCE FRAMEWORK**, December 2017, *Published*, Center for European Studies - Alexandru Ioan Cuza University, Iasi, CES Working Papers, vol. IX, no. 4, pg. 529-547, ISSN 2067-7693, http://ceswp.uaic.ro/CESWP2017_IX_4.htm;
EUROPEAN TRADE POLICY IN INTERESTING TIMES, December 2018, *Published*, OEconomica – The Bucharest University of Economic Studies, Bucharest, Nr 3-4: 2018, Online ISSN 2286-0266, <http://oeconomica.org.ro/abstract/524/European-Trade-Policy-in-Interesting-Times.html>;
THE EUROPEAN UNION’S EASTERN NEIGHBOURHOOD AND THE INCORPORATION OF THE GEOPOLITICAL DIMENSION, May 2019, *Punlished*, OEconomica – The Bucharest University of Economic Studies, Bucharest, Nr 2: 2019, Online ISSN 2286-0266.
- Memberships Bi Norwegian Business School Alumni Association – Romania;
- Hobbies swimming; strategy games; reading.