



# Adrian Cioranu

## ABOUT ME

Results-driven professional with extensive experience directing business operations, strategic programs, and high-performing staff members to accomplish organizational objectives.

Nationality: Romanian

## CONTACT



## WORK EXPERIENCE

**10/2013 - CURRENT** - Fribourg, Switzerland

**Director Strategic Programs 2020 to Present**  
**Aviation Infrastructure Management Solutions, Bucharest, Romania**

- Designed consulting services and tailored solutions for 4 key accounts in Europe, North America, and Africa, resulting in 95% customer satisfaction.
- Conducted a study on peer-to-peer asset utilization models to assess their viability for inclusion into MaaS and sustainable practices.
- Led the development of best practices to improve operational efficiency across over 200 airports.
- Developed and managed the ACCEPT Program to enhance accessibility for persons with disabilities in air travel and tourism, benefiting over 45 million passengers globally.

**Director Regulatory Programs 2016 to 2020**  
**European Organization for Civil Aviation Equipment (EUROCAE), Paris, France**

- Led an operational program, managing 11 working groups with 650 experts, achieving progress in regulation and safety developments.
- Improved customer engagement and organizational efficiency by 30% by implementing a streamlined ERP system.
- Advocated for aviation manufacturers, boosting industry influence through targeted communications and building relationships with 31 stakeholders, aligning policies with 200+ international standards
- Led commercial initiatives, generating €300K in additional revenue in 2 years by creating and expanding a professional training program enrolling over 300 participants.

**Director Strategic Programs 2013 to 2016**  
**Aviation Infrastructure Management Solutions, Fribourg, Switzerland**

- Led a multidisciplinary team across Europe, Asia, and North America to develop regional and global projects.
- Secured €32 Million in funding and government support for a major aviation infrastructure project, coordinating 49 stakeholders, including national authorities and international organizations.
- Developed a Minimum Viable Product for a software solution that optimized airport operations, reducing costs, improving safety, and increasing capacity and revenues.



**Global Aviation Safety Program Manager 2011 to 2013**  
**Airports Council International World, Montreal, Canada**

- Led a cross-functional team of 10 people in the strategic development and expansion of a global airport safety program.
- Achieved global recognition for the APEX Program as the leading standard for airport safety, resulting in a 20% improvement in safety metrics.
- Developed cost-efficiency indicators, providing tailored solutions to 7 airports in Latin America, Africa, Europe, and Asia-Pacific, significantly reducing safety incidents.

**Deputy of the Ambassador to United Nations 2007 to 2011**  
**UN-International Civil Aviation Organization (ICAO), Montreal, Canada**

- Managed an office overseeing 4 staff members and providing expert guidance to the government on policy and strategy for meeting international aviation standards.
- Represented the government in negotiating multilateral cooperation agreements and led high-level meetings to align policy and strategy with international stakeholders.
- Led aviation projects for 7 states as part of the Central European Rotation Group, coordinating with 15 focal points to ensure collaboration and regional alignment.

**Additional experience**

*Guest Lecturer (2020 to present) for the Romanian-American University*

*Consultant Airline Operations (2007 to 2011) for International Air Transport Association (IATA)*

*Adviser (2006 to 2007) for Romanian Airport Services S.A.*

*Assistant Director (2001 to 2003) for Bayer International S.A.*



## LANGUAGE SKILLS

**MOTHER TONGUE(S):** Romanian

**OTHER LANGUAGE(S):**

**English**

**Listening**  
C2

**Reading**  
C2

**Spoken  
production**  
C2

**Spoken  
interaction**  
C2

**Writing**  
C2

**French**

**Listening**  
C2

**Reading**  
C2

**Spoken  
production**  
C2

**Spoken  
interaction**  
C2

**Writing**  
C2

**Italian**

**Listening**  
B2

**Reading**  
B2

**Spoken  
production**  
B1

**Spoken  
interaction**  
B1

**Writing**  
B1

**Spanish**

**Listening**  
B1

**Reading**  
B1

**Spoken  
production**  
B1

**Spoken  
interaction**  
A2

**Writing**  
B1

## MANAGEMENT AND LEADERSHIP SKILLS

### Highlights of Expertise

- Leadership & Innovation
- Partnerships & Stakeholder management
- Strategic & Tactical Plans
- Key Program Administration
- Process Implementation
- Lobbying, Negotiation & Communication
- Risk Mitigation & Assessment
- Budget & Finance Control
- Performance Enhancement
- Business Review & Analysis

## EDUCATION AND TRAINING

09/2005 – 05/2007 – Montreal, Canada

**Master of Business Administration in Aviation, Global Aviation MBA Program**

Concordia University

02/2003 – 02/2005 – Montreal, Canada

**Master of Laws in Air and Space Law (LL.M.)**

McGill Institute of Air and Space Law (IASL)

09/1996 – 06/2000 – Bucharest, Romania

**Bachelor of Juridical Sciences & International Relations**

Nicolae Titulescu University

