



europass

Adrian Cioranu

Nationality: Romanian

CONTACT



ABOUT ME

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

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
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French

Listening C2	Reading C2	Spoken production C2	Spoken interaction C2	Writing C2
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Italian

Listening B2	Reading B2	Spoken production B1	Spoken interaction B1	Writing B1
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Spanish

Listening B1	Reading B1	Spoken production B1	Spoken interaction A2	Writing B1
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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

