



## Andrei CIUCĂ

**Nationality:** Romanian **Date of birth:** 06/06/1991 **Gender:** Male

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**Home:** Bucharest (Romania)

### WORK EXPERIENCE

#### Department Manager Gas & Power Logistics & Projects

**OMV PETROM SA** [ 02/2021 – Current ]

**City:** Bucharest | **Country:** Romania

1. Part of the Midstream team within a strategic offshore project in which the company is involved;
2. Part of various projects within the company with the view of providing valuable commercial logistics input (CCS, small-scale PV, etc.);
3. Continuous assessment of different logistics options which may lead to an increase of diversification in the company's natural gas supply portfolio;
4. Involved in the daily operations by coordinating the contractual implementation with both DSOs and storage operator.

#### GENERAL MANAGER

**GAS & POWER TRADING SRL** [ 09/2019 – 02/2021 ]

**City:** Bucharest | **Country:** Romania

1. Coordinated the implementation of the Services Agreement concluded by the company with one of largest international energy traders (the "Client");
2. Directly involved in the commercial and operational strategy implemented by one of the largest international energy traders in the Romanian natural gas market;
3. Coordinated a team of 5 people in order to keep a high level of professionalism when executing the Services Agreement;
4. Keeping close contact with all relevant authorities in order to support the Client to achieve its commercial goals in the Romanian natural gas market;
5. Directly involved in the implementation of the Reorganization Plan approved by the General Assembly of Creditors for one of the largest thermal producers in Romania (currently in insolvency).

#### SOLE DIRECTOR

**GAS & POWER TRADING SRL** [ 12/2018 – 08/2019 ]

**City:** Bucharest | **Country:** Romania

1. Created the company with a view of assigning the Services Agreement concluded by C-Gaz with one of the largest international oil traders (the "Client");
2. Took over the operational staff of C-Gaz in order to maintain a high degree of professionalism in executing the Services Agreement concluded with the Client;
3. Involved in the daily commercial and operational activity of the company while keeping the strategical line imposed by the Client for the Romanian natural gas market;
4. Defining and establishing working procedures in order to be able to react quickly and adapt to the regulatory and commercial dynamics of the Romanian natural gas market;
5. Generated new business leads for the Client by coordinating and implementing the KYC procedure through the natural gas market participants and obtaining credit limits for the eligible counterparties.

## HEAD of NATURAL GAS DEPARTMENT

**C-GAZ & ENERGY DISTRIBUTIE SRL** [ 03/2017 – 08/2019 ]

City: Bucharest | Country: Romania

1. Took over the lead of the Natural Gas Department in March 2017 with a view of changing the business model from end user supply to a trading business line;
2. Acted as a Single Point of Contact for the company from a commercial perspective and supported the company in achieving a high level of professionalism in the Romanian natural gas market;
3. Being part of the team who managed to conclude the Services Agreement with one of the largest international oil traders (the "Client");
4. Coordinated and implemented the set up activities for the Client from an operational perspective (licensing, trading platforms registering, signing of the contract for balancing and VTP access, as well as the natural gas transportation contract with Transgaz, etc.);
5. Co-ordinated the team who managed to drive the company in achieving the business model transformation and reach 10.31% market share in August 2018, in the natural gas wholesale market.

## NATURAL GAS TRANSPORTATION SPECIALIST

**CEZ VANZARE SA** [ 01/2017 – 03/2017 ]

City: Bucharest | Country: Romania

1. Being part of the team who created the Natural Gas Direction as well as the procedures and budgeting for this new business line for CEZ Vanzare SA;
2. Helped the company conclude its first natural gas transportation contract with SNTGN TRANSGAZ SA Medias;
3. Made continuous improvements for the optimization of the natural gas transportation costs using utility software GeFEE Gas provided by Ringhel Team and acquired by the company with a view of synchronizing it with the internal SAP and integrate the natural gas activities with the rest of the business activities;
4. Supporting the Business Department in generating the commercial offers for large industrial consumers depending on their consumption profiles;
5. Continuous analysis and cost simulations for transport capacity booking in line with the final consumers portfolio's consumption profile.

## NATURAL GAS EXPERT

**C-GAZ & ENERGY DISTRIBUTIE SRL** [ 03/2015 – 12/2016 ]

City: Bucharest | Country: Romania

1. Developed and executed plans to monitor how the change of the regulatory framework impacts the company's business model;
2. Being part of the team who implemented the first keys of measuring the influence in cost of the Network Code implementation in the Romanian natural gas market;
3. Keeping up to date with the regulatory framework changes in a highly regulated, but dynamic activity sector;
4. Implemented cost simulators for the natural gas transportation activity in order to help the Commercial team to focus more on the negotiation process rather than on the technical aspects of the business;
5. Involved in all the areas of the business with a view of ensuring the proper back up whenever needed.

## EDUCATION AND TRAINING

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### PhD: INTERNATIONAL BUSINESS AND ECONOMICS

**THE BUCHAREST UNIVERSITY OF ECONOMIC STUDIES** [ 10/2017 – Current ]

### Master's degree: INTERNATIONAL LOGISTICS

**THE BUCHAREST UNIVERSITY OF ECONOMIC STUDIES** [ 10/2013 – 07/2015 ]

### Bachelor's degree: INTERNATIONAL BUSINESS AND ECONOMICS

**THE BUCHAREST UNIVERSITY OF ECONOMIC STUDIES - BUCHAREST** [ 10/2010 – 07/2013 ]

City: Bucharest | Country: Romania

## LANGUAGE SKILLS

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**Mother tongue(s):** Romanian

**Other language(s):**

### English

LISTENING C1 READING C1 WRITING C1

SPOKEN PRODUCTION C1 SPOKEN INTERACTION C1

### German

LISTENING A2 READING A2 WRITING A2

SPOKEN PRODUCTION A2 SPOKEN INTERACTION A2

*Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user*

## PUBLICATIONS

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[2022]

### [Analysis of the Role of Natural Gas Transactions in the Economic Relations between Romania and the Republic of Moldova](#)

Andrei CIUCĂ, 2022, OECONOMICA, Vol. 1-2/2022

[2022]

### [Is the Global Energy Sector Really Turning Green?](#)

Andrei CIUCĂ, 2022, Revista de Management Comparat International, Vol. 23, Nr. 5, pg. 681- 685

[2023]

### [State Intervention in the Natural Gas Industry. The Importance of Last Resort Supply in the Romanian Natural Gas Market](#)

Andrei CIUCĂ, 2023, International Journal of Science and Management Studies (IJSMS)

[2023]

### [Factors influencing the perception of academic researchers on ethics in marketing research and its impact on open science acceptance](#)

CONSTANTINESCU, M., ORÎNDARU A., FLORESCU M. S., CĂESCU S. C., ACATRINEI, C., CIUCĂ, A.

## CONFERENCES AND SEMINARS

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[ 11/2018 ] Bucharest, Romania

**International Conference The Future of Europe** Radu Cezar COJOCARIU, Andrei-Relu CIUCĂ, The perspectives of natural gas market, International Conference The Future of Europe, link: [http://www.rei.cercetare.ase.ro/FoE\\_Conference/Program%20FoE%202018\\_draftul%206.pdf](http://www.rei.cercetare.ase.ro/FoE_Conference/Program%20FoE%202018_draftul%206.pdf), International Edition no. 9, November 23, 2018, Bucharest, The Bucharest University of Economic Studies, International Business and Economics

[ 11/2019 ] Bucharest, Romania

**International Conference The Future of Europe** Radu Cezar COJOCARIU, Andrei-Relu CIUCĂ, Romanian natural gas market. Quo vadis? 2.0, Conferința Internațională The Future of Europe, link: [http://www.rei.cercetare.ase.ro/FoE\\_Conference/Program%20FoE%202019\\_draftul%201\\_23%20octombrie.pdf](http://www.rei.cercetare.ase.ro/FoE_Conference/Program%20FoE%202019_draftul%201_23%20octombrie.pdf), International Edition no. 10, November 1, 2019, Bucharest, The Bucharest University of Economic Studies, International Business and Economics

[ 06/2020 ] Online conference

**International Conference on Economics and Business Odyssey** Andrei-Relu CIUCĂ, Romanian natural gas market – the diversification of the supply sources through imports from countries from the European economic area, International Conference on Economics and Business Odyssey, International Edition no. 11, online conference, June 19, 2020, Faculty of Economics & Business, University of Zagreb, Croatia

[ 05/2022 ] Graz, Austria

**International Conference BASIQ 2022** Vlad EPURESCU, Roberta-Laura GALAV, Andrei-Relu CIUCĂ, The Role of the Foreign Direct Investments for the Carbon Emissions Reduction Targets, International Conference BASIQ 2022: New

Trends in Sustainable Business and Consumption, link: <https://www.conference.ase.ro/wpcontent/uploads/2022/06/BASIQ-2022-Conference-Agenda.pdf>, May 25-27, 2022, Graz, Austria

## **CERTIFICATIONS**

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**Commercial aspects regarding the natural gas market in Romania**

**Cambridge Certificate Advanced in English**

**Postgraduate course - Psychopedagogical Training Program - Levels 1 & 2**

**Photovoltaic Installation Specialist - Modules 1, 2, 3 (General knowledge, Project Implementation, Project evaluation)**

## **DRIVING LICENCE**

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**Driving Licence: AM**

**Driving Licence: B1**

**Driving Licence: B**