



Alexandru Teodorov

Nationality: Romanian | **Address:** Bucharest, Romania (Home)

WORK EXPERIENCE

10/2023 – CURRENT Bucharest, Romania

CYBERSECURITY EXPERT THE ROMANIAN NATIONAL DIRECTORATE OF CYBERSECURITY

2020 – 10/2022 Bucharest, Romania

COUNCILOR TO THE VICE MAYOR CITY HALL (1ST DISTRICT)

- Cabinet organization
- Create specific documents
- Networking with other departments and institutions
- Implementation of political strategies.

02/2020 – 12/2021 Bucharest, Romania

PROJECT MANAGER, SHIELD TEAM - CREATING AN APP TO DETECT FAKE NEWS [HTTPS://OP.EUROPA.EU/EN/WEB/EUDATATHON/2020-EDITION](https://op.europa.eu/en/web/eudatathon/2020-edition)

Successfully led the Shield Team in the 2020 EU Datathon, a globally recognized competition featuring 121 participating teams from around the world. Demonstrated exceptional leadership and project management skills in guiding the team to secure second place with an innovative project aimed at combating disinformation.

The project's success was attributed to our strategic use of artificial intelligence and natural language processing to address the growing issue of disinformation in the digital age. This achievement not only showcased our team's technical prowess but also our commitment to utilizing technology to solve critical global issues.

Key Responsibilities and Achievements:

- Orchestrated project planning, scheduling, and execution, leading to the successful delivery of our solution within the competition's timeline.
- Fostered a collaborative environment that empowered team members, fostering innovative thinking, and solution-driven strategies.
- Effectively communicated project updates and findings to stakeholders, ensuring all parties were aligned with project goals and progress.
- Continually applied learnings from the Datathon project to enhance Shield Team's methodologies and approaches to technological problem-solving.

2019 – 2021 Moreni, Romania

GENERAL MANAGER EVENTIO TAV

- Organizing events
- Creating concepts
- Developing and implementing a marketing plan
- Implementation of social media advertising strategies.

2017 – 2019

ADMINISTRATOR AND CO-FOUNDER NUCLEUS TECHNOLOGIES

- Company management
- Development of long-term strategies
- Conducting market research
- Managing events and the company's image within them

2014 – 2018 Bucharest, Romania

GENERAL MANAGER ROMANIAN TREASURES TRAVEL

- Design and development of tours.
- Development and implementation of a tourism marketing plan.
- Implementation of social media advertising strategies.
- Monitoring the online data flow.

12/02/2014 – 17/09/2014 Bucharest, Romania

PROJECT MANAGER ASPEN INSTITUTE ROMANIA AND GWLI-R ORGANIZATION

- Coordination of 2 projects:
 - "Reform of the HR department in the public administration"
 - "Career guidance in public administration"
- Preparation and preparation of project documents.
- Manage daily tasks.

20/06/2011 – 26/09/2011 New York, United States

EVENT PROMOTER NEW YORK COMEDY CLUB

- Communication with people outside the organization.
- Presentation of the performances and their promotion to the public
- Strategy of promotion, customer loyalty.

27/07/2010 – 28/09/2010 Bucharest, Romania

JUNIOR FINANCIAL ANALYST (INTERNSHIP) UNICREDIT

- Monitoring news feeds.
- Preparation of specific documents.
- Financial analysis and expertise on global capital markets.

18/06/2010 – 22/07/2010 Lido di Jesolo, Italy

BAKERY PRODUCTS DISTRIBUTOR IDEA PANE

- Taking orders and payments.
- Distributing the company's products to customers by car and establishing optimal routes.
- Establishing the sales strategy and finding new customers interested in the company's products.

15/07/2008 – 22/07/2008 Lido di Jesolo, Italy

CARETAKER JESOLO GOLF CLUB

- Driving various utility cars
- Arrangement of the lawn and various florist ornaments
- Guiding the company's customers

EDUCATION AND TRAINING

2019 – CURRENT Bucharest, Romania

PHD CANDIDATE The Bucharest University of Economic Studies

Field of study Business, administration and law | **Level in EQF** EQF level 8 |

Thesis Digitization of tourism through alternate realities (Augmented and Virtual) and new ways of promoting services/destination

2018 – 2020 Bucharest, Romania

MASTER IN INTERCULTURAL MANAGEMENT UNESCO Department, University of Bucharest

- Theory of Intercultural Management,
- Contemporary Social Theories,
- Religion and Culture in Europe;
- European Political Systems,
- Cultural Capital and Creative Communication,
- Cultural Diplomacy,
- Organizations and Organizational Theory,
- Anthropology of European Societies,
- Phenomenology of Religion: Religious Approaches to Management,
- European Cultural Legislation, Strategic Management,

- Intercultural Communication Methods,
- Management of Human Resources in Multinational Companies,
- Ethics, Cultures and Negotiation,
- Ethics of International Relations

Field of study Intercultural Management

2018 – 2020 Bucharest, Romania

MASTER IN SECURITY AND DIPLOMACY National School of Political Science and Public Administration

- Theory of International Relations
- Security Studies
- International Public Law
- Cybersecurity
- International Organizations and Institutions of Security
- Romanian Institutions of National Security
- Intelligence and National Security
- Introduction to NATO
- Public Diplomacy and Negotiation
- The American Political System
- The Fundamentals and practices of protocol
- Theories and Practice in Human Rights
- Regional Security
- Strategic Studies
- US-China Great Power Relations
- Arms control, disarmament and non-proliferation
- US Grand Strategy
- Diplomatic and Consular Law
- Public Opinion and the Foreign Policy

Field of study Security and Diplomacy

2012 – 2014 Bucharest, Romania

MASTER'S DEGREE IN PROJECT MANAGEMENT The Bucharest University of Economic Studies

- Fundamentals of Project Management
- Sociology and Psychology of communication in projects
- European Project Management
- Project Proposal, Development, and Evaluation
- Business forecast Management
- Organizing and Human Resources in Projects
- Innovation management and knowledge transfer
- Project Risk Management
- Project Audit
- Project Quality Management
- Business Valuation
- Innovation Project Management
- Project Procurement Management

Field of study Management and administration | **Level in EQF** EQF level 7 | **Type of credits** ECTS | **Number of credits** 120

2009 – 2012 Bucharest, Romania

BACHELOR OF ARTS IN MANAGEMENT The Bucharest University of Economic Studies

- Microeconomics
- Macroeconomics
- Business Law
- Accounting
- E-organization Systems
- Statistics
- Financial Accounting
- Research and Development Management
- Process Quality Management
- General Management
- Finance
- Labour Law
- Promotional Techniques

- Human Resources Management
- Production Management
- Project Management
- Economic Modeling
- Managerial Methodologies
- Marketing
- Capital Markets
- Service Management
- Strategic Analysis of the Competitive Environment
- Supply and Sales Management
- Economic Projects
- International Marketing
- Economic and Financial Analysis
- Comparative Management
- Operations Management
- Business Communication and Negotiation
- Econometrics
- Corporate Evaluation

Field of study Management and administration, Business, administration and law not further defined | **Level in EQF** EQF level 6 |

Type of credits ECTS | **Number of credits** 183 + 6

2005 – 2009 Moreni, Romania

HIGH SCHOOL DEGREE I.L. Caragiale High School

Field of study Mathematics, Information and Communication Technologies (ICTs) not further defined

● VOLUNTEERING

2012 – 2019 Palace of Parliament, Bucharest

Gala Organizer for the League of Romanian Students Abroad

2016 – 2017 Bucharest

Organizer Bucharest Forum – Aspen Institute

2016 Bucharest

Conference Organizer "Evolving Threat Assessment Constant Mission" - NATO and Aspen Institute

2016 Bran Castle

Event Manager – Sleep a Night in Dracula's Castle

2015 Corvin's Castle

Event Manager "Dracula Festival 2015"

2014 Bucharest

Conference Organizer "25 years since the fall of communism in Central and Eastern Europe: looking back, looking ahead"

2014 Bucharest

Panel Manager - Bucharest Forum

2014 Bucharest

Summer School Organizer "21st Century Diplomacy" UN Youth Romania

2013 Bucharest

Organizer Of the Final of the Romanian Football Cup

2012 Bucharest

Organizer - Graduation Ball Bucharest University of Economic Studies - Management Faculty

2009 Bucharest

Organizer - Freshman Ball Bucharest University of Economic Studies - Management Faculty

2008 Moreni

Organizer and moderator Miss Moreni

01/2023 Romanian Atheneum, Bucharest

Organizer - Research Gala

Organizer for the Ministry of Research Innovation and Digitalization

● LANGUAGE SKILLS

Mother tongue(s): **ROMANIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C1	C1	C1	C1
ITALIAN	C1	C1	B2	B2	C1
FRENCH	B2	B2	B2	B2	B2

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

● DIGITAL SKILLS

Microsoft Office | Microsoft Word | Microsoft Excel | Microsoft Powerpoint | Outlook | Zoom | Skype | Facebook | Instagram | Social Media | Google Docs | Google Drive | Internet user | LinkedIn | Certificates "Introduction to cybersecurity" and "Cybersecurity essentials" by Cisco

● HONOURS AND AWARDS

2020

2nd Place - EU Datathon - Publications Office of the European Union

Project Shield - Application for detecting fake news by analysing natural language

Link <https://op.europa.eu/en/web/eudatathon/2020-edition>

2018

1st place - Bearing Point

First prize - Berlin (final for Europe) at the contest "Be an Innovator" organized by Bearing Point for the Clark project - Smart Glasses with AR for Industry 4.0

2018

1st place - iCEE.fest

First prize - Bucharest at the "200 Seconds of Fame" contest organized by iCEE.fest Point for the Clark project - Smart Glasses for Industry 4.0

2018

Start-up of the year - Politehnica University of Bucharest

"Start-up of the year" Award - Bucharest (final in the country) at the "Innovation Labs 2018" contest, organized by Politehnica University of Bucharest, for the Clark project - Smart Glasses for Industry 4.0

2013

1st place - Bucharest University of Economic Studies

1st place Bizstart - Business Plan Competition.

2013

1st Place - Social Impact Award

Social Impact Award - Business Plan Competition

2010

1st place – Association of Economics Students from Romania

1st place - Association of Economics Students from Romania - Trading Competition

2010

2nd place – Bucharest University of Economic Studies

2nd place Bucharest University of Economic Studies – Session of Communication and Scientific Studies. 2010

2009

3rd place – Coca Cola

Ski Cup. 2009

1999

2nd Place

Karate Competition of Kumite

PROJECTS

04/2023

Cisco Certified Support Technician Cybersecurity

The CCST Cybersecurity certification validates the essential knowledge and skills necessary to demonstrate work-ready cybersecurity skills. The next step in Cisco's pathway is the Cisco Certified CyberOps certification. This certification is for candidates looking to work in a cybersecurity field or position. The successful candidates are qualified to enter the workforce as cybersecurity support specialists, technicians, analysts, and/or auditors.

Link https://www.credly.com/badges/7b5d478c-a577-4fbf-9e30-9f868f009b29/public_url

12/2022

Microsoft Certified: Security, Compliance, and Identity Fundamentals

Earners of the Security, Compliance, and Identity Fundamentals demonstrate a functional understanding of security, compliance, and identity (SCI) across cloud-based and related Microsoft services.

Link https://www.credly.com/badges/4ab98f61-5e6d-4e0c-bb7b-a2f08ff63eb7/public_url

11/2022

IT Specialist - Cybersecurity

Earners of this badge are starting their journey in the cybersecurity field. This exam assesses their understanding of key security paradigms, terminology, and mindset. Badge earners have a keen awareness of the importance of security and the threats to a business when security procedures are not followed.

They are willing to teach others about security concerns. They are developing the investigative and implementation skills necessary to succeed in the field.

Link https://www.credly.com/badges/4a8edd52-25b2-4dff-b5c0-40fae5df4aab/public_url

11/2022

Cybersecurity Essentials

Cisco verifies the earner of this badge successfully completed the Cybersecurity Essentials course. The holder of this student-level credential has foundational knowledge of cybersecurity, including the basics of network security, encryption and cybersecurity laws. The holder has been introduced to tactics and techniques used by Black Hats, and the principles of Confidentiality, Integrity, and Availability used by White Hats to defend networks.

Link https://www.credly.com/badges/156c65a6-1a8b-44d6-b903-4965c66b6a37/public_url

11/2022

Microsoft Certified: Azure Fundamentals

Earners of the Azure Fundamentals certification have demonstrated foundational level knowledge of cloud services and how those services are provided with Microsoft Azure.

Link https://www.credly.com/badges/cdaa083f-ee31-47cb-bbea-626dddaa0c8/public_url

2019 – 2021

Psychopedagogical modules 1 and 2

2019

Software Development C#

2019

Product Manager

2019

Human Resources Inspector

2016

Travel Agent - Guide

2016

Tour Operator. National Tour Guide

2015

Project Manager

2014

Tourism Manager

● **PUBLICATIONS**

2023

Cybercrimes in the Metaverse: Challenges and Solutions

Alexandru Valentin Teodorov

2020

Digital Marketing On Destination Sustainability Study Case: Romanian Ecotourism

Authors: **Alexandru Valentin Teodorov**, Manuela Liliana Muresan, Diana Mariana Dinu, Alexandra Cristina Dinu

2020

Can Digital Solutions Be Applied Effectively In The Travel Industry, During Pandemic?

Authors: Alexandra Cristina Dinu, **Alexandru Valentin Teodorov**, Diana Mariana Dinu

2019

Methods Of Promoting Sustainability For Touristic Destinations

Authors: Alexandra-Cristina Dinu, **Alexandru Valentin Teodorov**, Cristina-Andrada Baba

icESS - The 2nd International Conference On Economics And Social Sciences

2019

Tourism Competitiveness In Eastern Mediterranean Basin. Lebanon Case

Authors: Awatef Abdallah, Diana Dumitru, **Alexandru Valentin Teodorov**, Alexandra-Cristina Dinu

5th Edition Of Basiq 2019 International Conference , BASIQ 2019, 5/30/2019, Bari, Italy

● **CONFERENCES & SEMINARS**

Neuro-linguistic programming workshop.

Emotional intelligence course.

Investment school.

Web design and programming training. Public Speaking Course.

Association Romanian for Debate, Oratory and Rhetoric - Course of Debate.

NATO Academy in Southeast Europe.

Un simulations.

● **SOCIAL & POLITICAL ACTIVITIES**

2018 Armenia

Entrepreneurship

Erasmus+ Program

2013 Croatia

Project Management

Erasmus + Program

2013 Italy

Business Simulations and Entrepreneurial Courses

Erasmus + Program

2011 Turkey

Human Rights

Erasmus + Program

● **DRIVING LICENCE**

Driving Licence: AM

Driving Licence: B1

Driving Licence: B

● **HOBBIES AND INTERESTS**

Passions and interests

I love to travel and work in an international environment.

I like to do a lot of sports, I practice football, tennis, basketball, swimming, skiing, rollerblading and cycling.

I like to socialize, meet new people, different character typologies and mindsets. I like to continuously invest in my personal development.

Trading: 2009 - Present

- Proactive in trading on the Bucharest Stock Exchange.
- Personal portfolio management.
- Technical and fundamental analysis, monitoring of news flows and macroeconomic aspects.