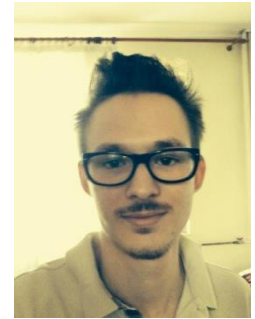




Europass Curriculum Vitae

Personal information



First name(s) / Surname(s) **TUDORACHE ADRIAN TUDOR**

Address(es)

Mobile

Fax(es)

E-mail(s)

Nationality

Date of birth

Gender

Work experience

Dates June 2023 - present

Occupation or position held **INSIDE CHANNEL MANAGER, FOR GERMANY**

Main activities and responsibilities

- Driving revenue and contributing to the growth of the company
- Achieving sales targets
- Leveraging the company's presales and account management structures and processes to help partners reach identified goal
- Reinforcing sales and technical knowledge of the partner
- Building and maintaining lasting relationships with key roles within a partner account
- Developing, negotiating and tracking joint Action Plans with the partner
- Updating and maintaining partner accounts in the company's system
- Keeping partners up-to-date on the company's news and promos
- Coordinating partner interaction with the company's marketing resources to provide them with leads and develop joint marketing activities to support business growth
- Leveraging Partner Enablement Program to provide appropriate support to the partners and improving overall partner experience
- Self-education on sales and technical related matters
- Keeping track of new product releases as well as marketing updates
- Developing a solid working knowledge of virtualization related subjects and Veeam Software products and link these features to the benefits they provide to potential and existing partners
- Maintaining and promoting a successful and positive work environment.

Name and address of employer **VEEAM SOFTWARE SRL, BUCHAREST**
Bdul Timisoara nr. 4A, AFI Park 4&5, 9th floor, sector 6, Bucharest

Dates	March 2020 – June 2023
Occupation or position held	INSIDE SALES REPRESENTATIVE with German
Main activities and responsibilities	<p>To meet or exceed set sales targets through growing existing accounts and creating additional business or new accounts;</p> <p>The Inside Sales Rep will utilize call planning, pipeline management, lead identification and qualification, proactive sales calling and performance monitoring to drive the sales and achieve the set sales target;</p> <p>He/she will also be required to work closely with colleagues from other business units and functions such as Technical Services, Marketing, Technical Management, Sales Support, Customer Service, Manufacturing and Supply Chain;</p> <p>Successfully manage and deliver against individual and team sales targets against a specified area of responsibility (e.g. region, key accounts); Understand the customer's business, their needs and goals and identify potential new business;</p> <p>Identify market and competitor activity, product and industry developments;</p> <p>Conduct sales calls using agreed methodology. This will largely be by telephone but could also involve face to face visits;</p> <p>Identify and qualify leads from internal and external sources;</p> <p>Identify, build relationship with appropriate decision makers within Customers and manage negotiations on deals and price;</p> <p>Provide performance reports and metrics and other data as required to customers and internally within the organization;</p> <p>Manage and report a pipeline of activity for the given area of responsibility;</p> <p>Identify general areas for improvements to maximize customer satisfaction, streamline processes, increase sales, improve delivery and product availability, etc.;</p> <p>Comply with guidelines surrounding Company systems and other relevant policies;</p> <p>Manage contract implementation where appropriate;</p> <p>Participate in product, market, commercial and systems training.</p>
Name and address of employer	<p>Honeywell, BUCHAREST</p> <p>Str. George Constantinescu nr. 3, sector 2, Bucharest.</p> <p>Engineering</p>

Dates	June 2018 – March 2020
Occupation or position held	DEAL SPECIALIST with German, Accounting - Finance
Main activities and responsibilities	<p>The Deal Specialist is a partner for the Sales team, offering support mainly for pre, but also for post sales activities in order to secure the successful outcome of the negotiation process.</p> <p>The position involves working in a multi-cultural environment and covering multiple countries and/or lines of business. The work is fast-paced and seasonal in nature, corresponding with Oracle's quarterly and annual fiscal cycles.</p> <p>The Deal Specialist creates and validates contract documentation using Oracle's standard document templates, a set of contract options and in accordance with Oracle's policies and approvals, in response to requests received from Sales.</p> <p>Given the business complexity, the contracts may require non-standard terms, subject to further analysis related to approvals and clauses creation. For that purpose, the Deal Specialist follows defined engagement guidelines to liaise with other Deal Management teams, Finance, Legal and other groups across Oracle to ensure policy compliance and mitigate corporate risk.</p>
Accomplishments	I received the Quality award at the end of the fiscal year for no quality mistakes during the last fiscal, 2019
Name and address of employer	<p>ORACLE, Bucharest,</p> <p>Str. Pipera 43B, Floreasca Park, Building B, P-6 floor, sector 2, Bucharest.</p> <p>IT&C Software</p>

Dates	March 2017 – June 2018
Occupation or position held	Human Resources Officer and Customer Service with German
Main activities and responsibilities	Understands the clients needs, investigates issues and find solutions in SAP (Success Factors). Prepares human resource documents for German employees. Guides and offers support via email or phone to German vendor. Creates reports and actively participates to specific calls.
Accomplishments	Received several times employee of the month Award as part of my Team.
Name and address of employer	ACCENTURE, Bucharest Bdul Preciziei nr.24, West Gate, cladirea H1, sector 6, Bucharest. Sevices&BPO
Dates	September 2016 – February 2017
Occupation or position held	PROJECT MANAGER OFFICER with German
Main activities and responsibilities	Project support through management of project documentation and facilitation of project team communications
Name and address of employer	IBM, Bucharest Str. VASILE MILEA NR. 4A, BUCHAREST IT Supplier and Globally Integrated Enterprise IBM APPLICATION SERVICES GLOBAL DELIVERY CENTER EASTERN EUROPE
Dates	October 2013 – July 2015
Occupation or position held	VOLUNTEER
Main activities and responsibilities	Organizing the activity in the Alumni Development Department, AIESEC ROMANIA Organizing the activity in the Human Resource Department, AIESEC ROMANIA
Name and address of employer	AIESEC ROMANIA, International Student Organization
Dates	1 iulie – 30 septembrie 2014
Occupation or position held	INTERNSHIP
Main activities and responsibilities	Training in the Rezidential Marketing Department
Accomplishments	The Internship finalized with a conference and a competition between the program participating trainees, competition at which I received the second prize for the project entitled " Gadgets for every age ".
Name and address of employer	UPC, BUCHAREST STR. SOSEAUA NORDULUI NR 62, SECTOR 1, BUCHAREST Provider of telecommunication, TV, internet, telephone services
Dates	1 – 30 September 2013
Occupation or position held	INTERNSHIP
Main activities and responsibilities	Training on the company's activity.
Name and address of employer	DACOTRANS,STR. PETRE LINTEȘ NR. 5, SECTOR 5, BUCHAREST INTERNATIONAL TRANSPORT COMPANY

Education and training

Dates	October 2021- present
Title of qualification awarded	PhD student
Principal subjects / occupational skills covered	Doctoral School International Business and Economics
Name and type of organisation providing education and training	Faculty of International Business and Economics Bucharest University of Economic Studies
Dates	October 2015 - August 2016
Title of qualification awarded	Erasmus mobility student in German, master year I
Principal subjects / occupational skills covered	Marketing, human resources, management of innovation and technology
Name and type of organisation providing education and training	Bergische Universitat, Wuppertal, Germany
Dates	2015- 2017
Title of qualification awarded	Master Diploma
Principal subjects / occupational skills covered	Master in the Management of International Business, Master organized in English
Name and type of organisation providing education and training	Faculty of International Business and Economics, Bucharest University of Economic Studies, Romania
Dates	2012- 2015
Title of qualification awarded	Bachelor Diploma
Principal subjects / occupational skills covered	Bachelor in International Business and Economics, program organized in English
Name and type of organisation providing education and training	Faculty of International Business and Economics, Bucharest University of Economic Studies, Romania
Dates	2008-2012
Title of qualification awarded	Baccalaureate Diploma
Principal subjects / occupational skills covered	Theoretical specialization
Name and type of organisation providing education and training	German Highschool "Goethe" Bucharest, Romania

Personal skills and competences

Mother tongue(s) **Romanian**

Other language(s)

Self-assessment
European level ()*

English

German

French

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user
C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user
A2	Basic User	A2	Basic User	A2	Basic User	A2	Basic User	A1	Beginner user

(*) Common European Framework of Reference (CEF) level

Social skills and competences	I am a sociable, communicative, reliable, responsible, with team work spirit, voluntary activity in student organization
Computer skills and competences	Microsoft Office and Internet, medium level SAP Succes Factors, HR
Other skills and competences	German Language Certificate Sprachdiplom, level C1 Baccalaureate in German Hobbies: Sports: tennis, ping-pong, ski, swimming, football as a goal keeper.
Driving licence(s)	YES
Awards	-The Quality award at the end of the year for no quality mistakes, Oracle, 2019. -Employee of the month awards few times at Accenture, 2017-2018. -Second prize for the project : "Gadgets for every age", as part of the Internship Program UPC 2014. -Special prize at the Student Scientific Communication Session, Faculty of International Business and Economics, ASE, year 2015 for the paper "Nike at international level – cultural influences on marketing activities". -Prize III in the classes IX and XI of high school.

Date
20 June 2024

