



## **Mihail Lazaroae**

Romanian, Male, February 5th, 1969

Address: RO-400676, Huedinului Road 2, Cluj-Napoca

Phone number: 0040-741.089.119

E-mail: [mihail.lazaroae@aisa.ro](mailto:mihail.lazaroae@aisa.ro)

### **1. Experience:**

**10+ years'** experience of Sales / Logistics / Supply Chain Management.

**5+ years'** experience in C-level Executives (CEO, CFO, Board of Directors).

### **2. Core Skills:**

- Supervision and management of a large team of employees.
- Mentoring, coaching and developing others.
- Implementing strategic plan, annual budgets and setting the financial strategy.
- Project management; ability to work to strict deadlines.
- Planning supply chain processes/manufacturing operations.
- Understanding of Corporate Governance and compliance requirements.
- Use of Microsoft Office packages and SAP MM/SD.

### **3. Work Experience / Value to an organization**

#### **General Manager**

**lasitex SA** – Iasi, Romania

Oct. 2017 to present

#### **Country Project Manager**

**K.Gruppe Srl** - Cluj-Napoca, Romania

Mar. 2017 to Nov. 2017

#### **Company type:**

Cashstock.ro - Industrial Goods Sector

#### **Factory Manager**

**SALICE Comprod Srl** - Huedin Romania

Oct. 2015 to Mar. 2017

#### **Company type:** (125 employees, Production)

- Manufacturer of solid wood furniture and veneered panels.

#### **Sales/Commercial Manager**

**LAMPART Trade Srl** – Oradea, Romania

Ian. 2014 to Oct 2015

#### **Company type: (Logistics)**

- Gas Heater Manufacturer

#### **Business Development Manager**

**STRAND FREIGHT LTD** – Ipswich, United Kingdom

June 2013 to Nov. 2013

#### **Company type: (Logistics)**

- freight forwarding services across European Union

**Interim CFO & General Manager**

**VES S.A** – Sighisoara, Romania

Feb. 2012 to July 2012

**Company type: ( 450 employees, Consumer Goods)**

-Manufacturing enamelled kitchenware, fireplaces, cooking and heating stoves, gas & coal grills.

**Procurement & Logistics Director**

**VES SA** – Sighisoara, Romania

Oct. 2010 to Feb. 2012

**Company type: ( 450 employees, Consumer Goods)**

- Manufacturing enamelled kitchenware, fireplaces, cooking and heating stoves, gas & coal grills.

**Executive Director / CEO**

**Vel Pitar SA** – Cluj-Napoca, Romania

May 2008 to October 2009

**Company type: ( 250 employees, FMCG)**

-Production and distribution of bakery products (fresh and long live) through own and partner retail networks, (classic retail, IKA - Carrefour, Kaufland, Cora, Metro, Selgross) in Transylvania Region.

**Logistics Manager**

**PROTON Auto SRL** – Cluj-Napoca, Romania

July 2007 to May 2008

**Company type: (150 employees, Automotive)**

-Automotive aftermarket parts distribution Bosch, Swag, Hengst

**Regional Logistics Manager**

**HEINEKEN Romania SA** – Cluj-Napoca, Romania

Mar. 2005 to May 2007

**Company type: (3000 employees, FMCG)**

-Beer production and distribution (Heineken, Gosser, Ciuc, Golden Brau, Silva)

**Sales Manager**

**NATEX Srl** – Cluj-Napoca, Romania

Nov. 2003 to Mar. 2005

**Company type: (250 employees, FMCG)**

-Manufacturing and distribution; industrial food ingredients (Additives, Flavours, Colorants).

**Distribution / Transport Manager**

**BIAMI Intl. Srl** – Sibiu, Romania

Dec. 1997 to Nov. 2003

**Company type: (120 employees, FMCG)**

-Industrial food ingredients; enzymes distribution (Novozymes A/S)

**4. Education**

**1993** Bachelor's Degree „Lucian Blaga” University from Sibiu, Electro-Mechanical Technology

**5. Personal development**

**2015 - 2016** CBC Romania – GM Master Class, General Management

**2012** Active Learning School, London (UK) - Improving communication skills

**2012** Antonie Ferreira, Paris, France – FI, CO, Budget, Business Plan, Cash Plan

**2011** Intech ICT Austria - SAP MM/SD Application Manager