

ORGANIZAȚIA PATRONALĂ CONSTANȚA PORT BUSINESS ASSOCIATION	
INTRARE	Nr. <u>76</u>
IESIRE	
Zi <u>11</u> Luna <u>02</u> An <u>2021</u>	

S.C. SOCEP S.A. CONSTANTA	
INTRARE	Nr. <u>687</u>
IESIRE	
Zi <u>02</u> Luna <u>02</u> An <u>2021</u>	

Catre,

Organizatia Patronala Constanta Port Business Association

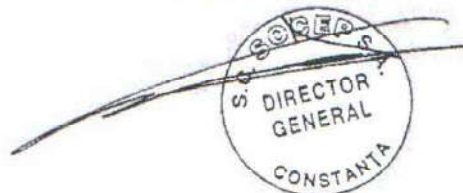
In atentia dlui Presedinte Viorel Panait

Subiect: Sustinere candidatura

Prin prezenta adresa va comunicam sustinerea candidaturii dlui
Cazacu Dorinel pentru una din functiile de Vicepresedinte al Asociatiei Patronale.

Presedinte Directorat

Dorinel Cazacu



Name: DORINEL
SURNAME CAZACU

Sales and Business Development / Restructuring Companies and profitability enhancement / World Class Supply Chain & Logistic and Manufacturing / Multi National Operations

A profit, quality and efficiency oriented Business Executive within Romania , South East Europe and North Balkans experienced in managing, establishing, building or re-designing organizations of most of the ownership structures ,up to large groups of companies, working and being educated in multi-cultural environments but also experienced in local entrepreneurial group of companies.

More than 15 years of P&L responsibility, experienced in risk management, knowledgeable in all major world class management techniques, cultures and standards like: B2B Sales , Sales Funnel , Total Quality Management, Lean Manufacturing, 5S, Kaizen, and others.

Well structured mind, quick learner, with very good negotiation and communication skills, proving a strong leadership and having remarkable achievements in team building and talent management. Hard working, organized, responsible, creative, pragmatic managing multiple tasks at a time while keeping the global picture, tenacious, loving challenge and disciplined with solid legal and finance knowledge, able to formulate and implement strategies, regulations, procedures, monitor the performance and grow the business to maximizing the shareholders' value.

AREAS OF EXPERTISE

Organizational Leadership & Operations Management (organization / group of companies up to 1000 employees)

• Manage sales budgets up to 62 million euro

Retail / Wholesales / Industrial and commodities B2B and B2C sales / Franchises selling within Romanian and North Balkans markets (Bulgaria , Serbia , Macedonia , Greece , Albania , Croatia) ,Moldavia and Serbia

Negotiate finance resources from 0.5 million and up to 160 million euro (working capital and also big investment projects).

•World Class Manufacturing Operations and Total Quality Management (Lean production , 5S , Kaizen applicable for mass production and also industrial complex manufacturing)

Experience in Supply chain and Logistic and stevedoring company – marine port operation

•Organization Development & Restructuring (including 2 projects post privatization).

•Corporate Culture & Human Capital Development

•Profit / Loss / CAPEX & Risk Management more than 13 years experience

•Industrial Engineering & Manufacturing Optimization

Marketing & Business Development

•Strategic Business Planning & Competitive Positioning

•Business System Change/ Implementation

•New Product / Service and Technology Launch

•Executive Negotiations, Presentations & Consultations

•Partnership, Alliance & Holding Management

• Manufacturing Sites Development (green field or restructuring projects)

•Market Analysis & Project Management

Work Experience

Key referential positions

May 2017 – present

SC Socep SA

Positions held:

Managing Director (June 2018 – present)

Consultant of the Supervisory Board (May 2017 – May 2018)

Mision/ Project : Modernisation of the company and Growth of profitability.

April 2015 –April 2018

SC THR Marea Neagra SA) – listed on Stock Exchange

Biggest hospitality company from Romania : 29 operational hotels (2,3and 4 stars) with about 3500 rooms ; 14 restaurants and 2 entertainment aqua parks .

Annual average turnover was about 14 million euro with maximum 850 employees .

Positions held :

Member of the Supervisory Board

Vice president of Directorate

Responsible for business development , company restructuring and modernization and investing strategy .

September 2015 – January 2019

- Balneoterapia SRL

Company providing services in health recovery and balnotherapy

Position held : Member of the Supervisory Board

April 2014– April 2015

Socep SA – Company listed on Stock Exchange Market

Biggest stevedoring and logistic company from Constanta Port .

Company has four business lines : general cargo & special projects operations , containers operations ; containers terminal; agribusiness operations and inland logistic operations .

Annual turnover of about 16 millions euro with an average of 500 employees.

Position held :

General Director and President of Directorate .

Responsible for day to day operations of the company; business development ; preparing company for a potential sale or merging process.

April 2010 – February 2014

Segezha Packaging – regional hub of pan European Group

Company was regional hub of a pan European Group having production & logistic facilities and sales structure , covering Romania and North Balkans Region (Bulgaria , Greece , Serbia, Montenegro , Kosovo, Albania , Croatia – partially , Hungary – partially , Moldavia- partially)

Annual turnover was about 15 million euro from selling paper bags and paper packaging solutions.

Position held :

General Manager

Mission/Objective: Full responsibility of company operations and investing and business development .

April 2006 – April 2009

Prasa Romania & Bulgaria – Regional branch of Spanish Group Prasa

Company was one of the important and biggest , in terms of investments values , real estate developer and renewable energy projects investor . Company was developing projects with a total investment value of about 600 million euro .

Position held :

Managing Director

Mission / Objective: Full responsibility for operations and investments and business developments in both countries, Romania and Bulgaria .

April 2005 – March 2006

Aectra

Group of companies involved in : manufacturing, formulating , packaging , distributing and retailing chemical products for different. Industries and inputs for agriculture.

Romanian partner of big company like : DuPont , Miller , Dow , BioIberica , Omex , GE , Bayern , group was achieving an consolidated turnover of 30 million euro per year .

Position held :

Executive General Director .

April 2002 – April 2005

MYO-O GROUP

Group of companies as follows :

- **Semanatoarea SA : Machineries for agriculture manufacturing**
- **Sema Park SA : Business & industrial Park Management**
- **Myo-o SA : Sales and distribution of machineries and equipment for agriculture , food and diary industry .**
- **River Invest SA : Real estate Development**

Annual consolidated turnover was about 35 million USD and has about 1000 employees .

Positions Held :

Myo- o SA – Managing Director and President of the Board

Semanatoarea SA – Managing Director and President of the Board

Sema Park SA – member of the Board

River Invest – counselor of President and member of the Board .

April 2000 – March 2002

Ductil SA – listed on Stock exchange market

Romanian subsidy of multinational Group AirLiquide .

Producing , distributing and selling products and equipment for welding technologies .

Average turnover was 32 million USD with 650 employees .

Position held :

Human Resources and Strategy Director .

Responsible for restructuring company after privatization (previous state owned company acquired by multinational group).

Work Experience – Others positions

1991 – 1992

Pepsico Inc. – Area sales responsible

1992 – 1994

Cernavoda Nuclear Power Plant

Health and Safety and Fire protection Manager .

1994 – 1997

Ministry of Internal Affaires

Officer and governmental expert – Supervising international trade with strategic materials and technologies.

1997 – 2000

HILTON Group

Fraud prevention, Security , Safety Manager

2008
NHR Agropartners
Managing Director
2009 - 2010
Best Machinery – General Manager
Green Network – Country Representative.
2018
Director
SC Feper SA

EDUCATION

High-School	1982-1986, “Mircea cel Batran” High-School Constanta
University	1987 – 1992, Faculty of Machines and Equipment for Construction Bucharest – Mechanical Engineering;
Business Education	Between 2001 and 2003 I followed an Executive MBA Program organized by I.N.D.E (Economical Development National Institute) and Ecole des Hautes Etudes Post-Universitaires Paris
Address	Constanta / Bucharest .
Telephone:	
Office:	
Home:	n/a
Mobile:	0745. 111.700
E-mail:	Dorinel.cazacu@socep.ro
Marital Status:	Married
Languages	English – fluent ;French –well ; Spanish – well