

# CURRICULUM VITAE

## Alexandru CIUBUC

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### PERSONAL STATEMENT

While focusing on the business development, I love working with people, nurturing them and inspiring them to achieve stellar results.

They key to success is creating a top collaborative team with clear and ambitious objectives which helps delivering a great service and outstanding customer experience.

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- Strong managerial and organizational skills
  - Strategical thinking and good analytical skills
  - Ability to think creatively and innovatively
  - Enthusiastic and committed
  - Strong interpersonal and teambuilding skills
  - Budget management proficiency
  - Good presentation and communication skills
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### CAREER HISTORY

**November 2021 – present**

**MOLDTELECOM S.A.**

**Position**

**Chief Executive Officer**

**Job objectives**

Coordinating the company's Top Management Team, KPIs setting and evaluating;  
Development and implementation of company strategy in order to maintain the leader positions on the market;  
Medium and long term Business Plan setting and execution;  
Development of new services and acquisition of new customers;  
Market share increase for mobile services

**Responsibilities**

Top Management Team coordination & development;  
Identifying risks and ensuring appropriate strategies are in place;  
Targeting and initiating business partnerships with other companies;  
Defining and assigning clear responsibilities, setting strategic and operational planning;  
Forecast KPI's of the company;  
Business budgeting;  
Projects Management;

Cross functional coordination of activities;  
Developing Market demand services and products;  
Relationship with key suppliers, procurement control;  
Coordination of departments to maximize profits and minimize losses;  
Developing relationships with important stakeholders, authorities,  
economic operators, business associations.

**January 2020 – present**

**ENABLD TECHNOLOGIES**

**Position**

**Co-Founder**

**Objectives**

To provide Omni-channel Communications & Collaboration solutions enabling the full spectrum of Unified Communications (SMS, Voice, RCS, OTT, WebRTC, IoT, etc) for Service Providers and Enterprises, helping to create new revenue streams, improve customer experience, and boost employee productivity.

**Responsibilities**

Creating and building the businesses from scratch.  
Hiring and leading the company's executive team.  
Elaborating go-to-market plans and scaling.  
Defining business strategy and key objectives.  
Attracting investments and financial planning.  
Customer acquisition and sales people training.

**September 2013 – October 2021**

**DAS SOLUTIONS**

**Position**

**Co-Founder**

**Objectives**

Developing reliable and highly performant software solutions for Telecoms, Fintech, Insurance & E-health.

**Responsibilities**

Creating and building the businesses from scratch.  
Hiring and leading the company's executive team.  
Elaborating go-to-market plans and scaling.  
Defining business strategy and key objectives.  
Negotiating merger & acquisition deals.  
Customer acquisition and financial planning.

**January 2015 – January 2021**

**BICS - BELGACOM INTERNATIONAL CARRIER SERVICES**

**Position**

**Business Development Executive**

**Job objectives**

Increasing company revenues  
Acquiring new customers  
Developing strong relationships with existing and new clients

**Responsibilities**

Finding and retaining clients;  
Development of Cloud Communication business in Europe;  
Creating positive, long-lasting relationships with current and potential clients

Ensuring excellent customer service through regular client follow up  
Meeting and exceeding monthly activity and revenue targets

**August 2011-December 2013**

**BICS - BELGACOM INTERNATIONAL CARRIER SERVICES**

**Position**

**International Account & Mobile Data Manager**

**Responsibilities**

Ensuring delivery of all commercial targets including boosting revenues, selling voice and mobile data services, identifying client needs and providing the right solutions, increasing market share and net margin contribution;  
Establishing appropriate relationships with BICS customers and leveraging those relationships to win new business;

**February 2007 - January 2009**

**ROMTELECOM (DEUTSCHE TELEKOM GROUP)**

**Position**

**International Account Manager**

**Responsibilities**

Operating as the lead point of contact for any and all matters specific to the key accounts;  
Building and maintaining strong, long-lasting customer relationships  
Negotiating contracts and agreements to maximize profit;  
Developing trusted advisor relationships with key accounts, customer stakeholders and executive sponsors;  
Preparing reports on accounts status

**2006 – 2007**

**ARAX S.R.L.**

**Position**

**International Carrier Relations Manager**

## STUDIES

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**2001 – 2006**

**The Academy of Economic Studies**, Licentiate in Economics, International Economic Relations, Interpreter

**2000 – 2001**

**Greenwood High School**, USA

**2000 – 2000**

**Choate Rosemary Hall**, Scholarship, USA

**1994 – 1999**

**PROMETEU High School**, Chişinău

## TRAININGS & COURSES

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- Time Management
- Finance for non-Finance
- CISCO CCNA
- How to deliver great presentations
- How to close deals successfully

- Psychological customer profiles
- Telecommunications services

## **LANGUAGES**

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Romanian – native

English – advanced

Russian – advanced

French – intermediate