

## BOGDAN ALEXANDRU DRAGOI

**Birth date:** 27<sup>th</sup> of May 1980

**Nationality:** Romanian

**Civil status:** Single

**Education:** Tufts University, Fletcher, Boston, Massachusetts.  
International Relations Faculty, graduated with *Magna cum Laudae*.  
Economics Faculty, graduated with *Magna cum Laudae*.  
*Golden Key Honor Society* Member

**Languages:** English, French, Italian

**Computer skills:** WordPerfect; Microsoft Office: Word, Access, Project Manager, Excel, PowerPoint;

### **Career history:**

November 2007 – June 2008

**Bucharest City Hall, General Director, Economic Department**

Main duties:

- Negotiation of the financing agreements for reimbursable and non reimbursable funds.
- Optimization of the resources within the Economic Department.
- Coordination of projects implementation, financed by reimbursable funds (EIB, EBRD, IBRD, CEDB, Eurobonds) and by non reimbursable funds (PHARE, ISPA, bilateral donors).
- Preparation of projects eligible for financing from structural funds.
- Finalizing the financial negotiation for the project Bucharest International Airport Rail Access Link Project, in value of 1.3 billion Euro

September 2006 – November 2007

**Secretary of State – Ministry of Public Finance**

Main duties:

- Coordination and negotiations of internal and external loans contracted by economic agents and local public authorities.
- Elaboration of proposals regarding the increasing and decreasing of the bonds volumes issued on domestic and international capital markets and also the initiation of the necessary documentation for issuance.
- Analysis and approval of the instruments needed for the management of the State Treasury current account balance, according to the legal provisions in force.
- Coordination of the activities regarding the Romanian's state claims resulted from the foreign trade and international economic cooperation before December 31<sup>st</sup>, 1989.

- Coordination of the necessary steps in order to elaborate the National Strategic Reference Framework (NSRF), Operational Programmes (OPs) for implementing the structural instruments and Framework Documents for the Implementation.
- Coordination of the monitoring activities of NSFR and OPs
- Monitoring and implementing of PHARE, ISPA programmes and of Transition Facility in Romania.
- Negotiation and implementation in partnership with European Investment Fund of JEREMIE Programme in Romania.

April – September 2006

Minister Counsellor– **Ministry of European Integration**

Main duties:

- Finalization of the Regional Operational Programme in order to send it for approval to the European Commission.
- Elaboration of Complement Programme, the Priority Axes of the Regional Operational Programme, identifying the eligible activities, the eligible expenses, the applicants and also the strategic evaluation criteria.
- Negotiations with the Regional Development Agencies of the Complement Programme and of the Implementation Agreement.
- Identification of 90 projects which are eligible for financing under structural funds.
- Preparation of the tender for completing the Feasibility Studies and Technical Projects for 90 projects in value of 500 million Euro.

October 2004 – April 2006

**Vice-President / Shareholder - FocusSat SA Romania**

Main duties:

- Launching the first Digital Television in Romania.
- Negotiation for acquisition of space on Satellite Thor 3; emission-reception equipments; encryption equipments.
- Setting up a distribution network for FocusSat products, containing 500 stores at national level.
- Bringing the prepaid system on the Romanian TV market.
- Coordination of two advertising campaigns for FocusSat, one in value of 0.6 million Euros and the second one in value of 1.1 million Euros.
- Negotiation and finalization of the selling of FocusSat to UPC Romania and Chello Media UK.

November 2003 – December 2004  
**Associate – Inquam Limited UK**

Main duties:

- Raising 100 million Euros from the Romanian and American financial market for financing the extension of the network of Telemobil SA ZAPP.
- Negotiating of a roll over credit line, in value of 5 million Euros for Telemobil SA – ZAPP.
- Elaborating the financial study for implementing the wireless internet system.

January 2002 – November 2003  
**Business Analyst – Inquam Limited UK**

Main duties:

- Elaboration of business plans and feasibility studies for different investments opportunities of Inquam Ltd in UK and France.
- Participation to the taking over of Telecom UK.
- Participation to negotiations with the investment banks Bear Stearns and Lehman Brothers for the creation of an investment fund in partnership, in telecom area, in value of 1 billion Euros.