

CURRICULUM VITAE

Călin Andrei HUIDU

Contact: +40 726 731 200
calin.huidu@gmail.com
Date of birth: 24-Sep-1971



Highlights:

20 years of Management experience, 17 years of Senior Management level
20 years of Project/Program Management experience
16 years of experience in IT & Telecommunication Industry
6 years of complex Sports Events organizing experience

Most recent Project:

www.corporate-games.ro - Olympic Games for Companies

Charity fundraising involvement:

Fly for Multiple Sclerosis Charity Campaign www.flyms.org - Romania & Moldova project coordination

Competencies and experiences:

Experience

- Goal setting, planning, organizing, controlling and budgeting projects
- P&L responsibility, monitoring & reporting
- Marketing, presenting and selling fully documented, client oriented, turn-key solutions
- Delegating work, organize for meetings, selling ideas
- Personnel recruiting & training, setting standards and reviewing performance indicators
- Products & services campaign management
- Regulatory issues

Skills

- **Interpersonal:**
 - Representative figure of formal position to stand for organization
 - Leading people: ability to balance the organization mission with the individual values
 - Networking: interdepartmental and with other companies as well, able to deal with various cultures
- **Informational:**
 - Information evaluation and judgment-making skills
 - Responding to and using authority and power.
 - Outstanding communication skills, oral and written (Active Listening, Persuading, Negotiating, Resolving conflicts)
- **Decision making:**
 - Cope with limited information, ambiguity and uncertainty
 - Allocate resources, negotiate terms
 - Manage changes
 - Strategic thinking, analytical mind, problem solving attitude, attention to detail
- **Systemic thinking**
 - Proactive:
 - Seeing a job through
 - Being dedicated and committed
 - Having a sense of mission and taking responsibility for things that happen
 - Owning the problem rather than passing the buck to someone else or being passive.
 - Creative:
 - Relate one idea to another, Pick out the useful bits of an idea. Evaluate it in various ways,
 - Reverse the idea, Changing the paradigm
 - Take a basic starting idea then applying the whole creative process of bringing it to fruition.

Relevant Professional Knowledge

Management and communication principles, tools and techniques for decision making and managing people:

- NLP Practitioner - Neuro Linguistic Programming
- Intro-TA - Transactional Analysis
- "The Peter Principle"- L. J. Peter and R. Hull

Professional Background:

- Date** February 2012 – present
- Company** Corporate Games Romania
- Olympic Games for Companies www.corporate-games.ro
- Position** Owner
- Description**
- Biggest sports festival for companies in the world, 30 years, 1 mil participants
 - 15 editions in Romania, 12000 athletes, 150 companies, 25 sports
-
- Date** January 2011 – January 2012
- Company** IBM Romania
- Global IT Solution Provider www.ibm.com
- Position** Sales Manager Storage, Systems & Technology Group
- Description**
- Competitive accounts business development
-
- Date** September 2009 – December 2010
- Company** Comverse Corporation – EE Region
- Software solutions provider for telecom operators www.comverse.com
- Position** Sales Director SE Europe
- Description**
- Develop new business opportunities
 - Up sell in existing accounts
 - Promote full product portfolio – BSS, MultiVAS, NetCentrex
 - Allocate all the relevant resources for concluding the deal
 - Follow up the whole progress of the project
 - Fully responsible for booking, collection and maintenance revenues
-
- Date** July 2006 – August 2009
- Company** ZTE Corporation – Romania Representative
- Global Provider of Telecom Equipment and Network Solutions www.zte.com.cn
- Position** Deputy General Manager
- Description**
- Develop new business opportunities, maintain & develop existing strategic partnerships
 - Coordinate the day to day operational activity, monitor and influence projects implementation
 - Projects: CDMA 2100, DWDM and XDSL for Romtelecom, ULCH for Vodafone, Datacards for Orange, Prepaid Billing for Zapp
 - Recruitment, performance appraisal and coaching for all team members
 - Financial reporting and analysis
-
- Date** September 2002 – June 2006
- Company** ROMTELECOM – now TELEKOM
- Romanian Incumbent Telecom Operator
- Position** General Manager Customer Care, Sales Director
- Description**
- Head of Product Development Board
 - Commercial Project Portfolio Manager – Transformation Program Office
 - Regulatory Consultant & Project Manager - Universal Service Law
 - Unifying and centralizing all commercial operations processes
 - Third Parties Cashing Project - 20 banks and Romanian Post
 - Generate Procedures and Policies regarding: Billing, Invoicing, Cashing, Call Centres Transformation, Revenue Assurance, Fraud Management, Customer Relations Management
 - Service Delivery & Service Assurance Processes Design
 - Coordinate the activity of the Sales Teams
 - Setting targets and evaluating objectives, Performance appraisal and coaching
 - Design and develop the corporate Large Accounts sales strategy
 - Voice & Data & Internet Product Portfolio
 - Organizing and monitoring Trainings
 - Clients retention and development, business development
 - Elaborate and implement internal interdependencies, optimize internal sales flows
 - Fraud Management System Acquisition
 - BSS - CRM Commercial Project Manager, Customer Retention Project Manager
 - ADSL (Broadband Internet) Project Manager – dedicated OSS & BSS implementation

Date May 1999 – August 2002
Company MediaPro Group (biggest media group in Romania) - MEDIASAT & COMTEL

- TV & Radio Broadcaster, Internet Service Provider
- Value Added Service Lines Operator, Computer Telephony Integrator

Position Executive Manager
Description

- Full P&L responsibility
- Marketing, designing, implementing and selling Computer Telephony Systems
- Administrating and developing the telephony network and the Closed User Group Network
- Responsible for the relation with operators (Romtelecom, Orange), advertising agencies and telecommunications regulatory authorities and telecommunications service providers
- Billing System Management, Telecommunications Consultancy
- Networking & Structured Cabling Projects
- Project Manager of **iPBX**[®] (Internet PBX) - web based framework Computer Telephony Applications Developer
- Call Centres and Info and Care Lines Services (Value Added Services) for: ProTV, ProFM, Acasa (“At Home”) TV, Orange Romania, Financial Newspaper, Playboy, ProSport, FNI (National Investment Fund), Xerox, Unilever, Kraft Suchard, Danone, RTC Holding
- Project manager of Telephony and Data Interconnections for different live TV shows: “ProTV On the Seaside 2001”, Exit Poll Project at General Elections 2000 in cooperation with IMAS (Marketing & Polls Institute), Corporate Data & VOIP Integration

Date Oct 1995 – Apr 1999
Company AMERICANATELL – American-Romanian Joint Venture

- First Audio Text Operator with Value Added Service Lines in Romania

Position Executive Manager
Description

- Marketing, designing, implementing and selling Computer Telephony Systems for: Bancorex Bank (first Phone Banking Solution in the country), Siemens, local Radio TV, INTERSAT Cable TV Company, Local Utilities Company
 - Direct Sales of 10 Computer Telephony Systems (USD 550K)
 - Lobbying - creating a support network in Romtelecom, Ministry of Communications & IT and the General Inspectorate of Communications
- Project manager of VoiceTel[®] Computer Telephony Audio Text Solution using in-house software application framework
- Projecting and implementing various Services on Value Added Phone Lines like Hot Lines, Chat Lines, New York State Lottery, etc.
- Responsible for the relation with Romtelecom and advertising agencies

Education:

Institution	Date (from-to)	Qualification(s) obtained
Austrian Training Center for NLP	2008 – 2010	Neuro Linguistic Programming Practitioner
National School of Politics and Administrative Studies (SNSPA), Management Faculty	1997 – 1999	MBA Diploma in Management Diploma Project: “Public Relations Management, Relations with Mass Media”
“Politehnica” University, Electronics & Telecommunications Faculty, Microelectronics Section	1990 – 1995	Dipl. Eng. Electronics & Telecommunications Diploma Project: “Recognizing Romanian Language Vocals Using Neural Networks”
“Sf. Sava” High School	1986 – 1990	Mathematics and Physics

Language skills	Reading	Speaking	Writing
Romanian	5	5	5
English	5	5	5

Other relevant information:

Dragon Boat Federation founder
Member of AITR - Branch of FITCE- Europe
Expert e-Ten, European Program
EU & NATO Integration Director - Civil Society Commissariat