

Sorin Mindrutescu

Director General Oracle România si Presedinte al Camerei de Comert Americane (Amcham) in Romania

Sorin Mindrutescu ocupă funcția de Director General Oracle România din februarie 2008. În aceasta poziție el are responsabilitatea de a coordona businessul Oracle pe piata romaneasca precum si coordonarea centrelor de suport tehnic și servicii ce oferă asistență pentru clienții din România și din afara țării.

Dl. Mindrutescu s-a alăturat echipei Oracle în martie 2001, timp în care a deținut funcții de management importante. În intervalul 2004 - 2008, el a fost directorul de vânzări regionale al companiei pentru regiunea Europei de Sud-Est coordonând activitatea a 11 țări. Printre responsabilitățile sale se numărau dezvoltarea bazei de clienți, coordonarea proiectelor, crearea echipelor, dezvoltarea strategiilor de business și adaptarea lor la contextul local și regional.

Anterior, Dl. Mindrutescu a ocupat timp de 3 ani poziția de director de vânzări pentru servicii financiare în cadrul Oracle România. În aceasta perioadă, el a coordonat multe proiecte majore, printre care și procesul de design și implementare a strategiilor și proiectelor IT în cadrul Băncii Comerciale Române– Erste Bank Austria, cea mai mare bancă românească.

Înainte de a se alătura echipei Oracle, dl. Mindrutescu a ocupat poziții de conducere în cadrul unor bănci importante din România, cum ar fi Banca Austria Creditanstalt.

Dl. Mindrutescu deține un EMBA la International Management School din Edinburgh și este licențiat la Ecole Nationale de Ponts et Chaussees (ENPC) of International Management din Paris. Sorin Mindrutescu a absolvit Facultatea de Finanțe-Bănci și Contabilitate din cadrul Academiei de Studii Economice.

CURRICULUM VITAE

Family name: **MINDRUTESCU**

First name: **SORIN MIHAI**

Date of birth: 28.07.1969

Nationality: Romanian

Civil status: Married

Education:

- License in Finance, Banks and Accounting, Economic Studies Academy-June 1994. Diploma paper title: Trends in Greek Banking System-maximum grade (10).
- 2004-2005 Executive Master in Business Administration (EMBA)-University of Edinburgh Management School and ENPC School of International Management Paris. Graduated August 2005-Magna Cum Laude.

Language skills (mark 1 to 5 for competence):

Language	Reading	Speaking	Writing
Romanian	Native	Native	Native
English	5	5	5
French	3	3	3

Courses and trainings attended (selection):

- Arthur Andersen audit training (Holland 1996)
- ING Bank basic banking courses (1995)-Amsterdam HQ,
- FED Training Comp. courses (managerial skills, accounting, credit risk management, etc.-from 1997 periodically until 2000)-Bucharest, Antalya, Istanbul
- Bank Austria Creditanstalt-Hypovereisbank (credit risk management)-Bucharest, Vienna-1998, 1999
- Oracle sales and management trainings, CRM, banking strategy in emerging markets, project management, etc.-2001-2006-Bucharest, Geneva, Paris, Copenhagen, Vienna, etc.
- Banking services development strategy seminars organised by The Economist-London-as speaker, Groupe Societe Generale-Paris, marketing events in Serbia, Bulgaria, etc. as speaker, etc.

I participated in different conferences covering topics like retail banking in emerging markets, insurance industry business solutions, IT strategy for financial services industry, cultural aspects of developing business for a global company in emerging markets, Eastern European IT markets trends, etc.

International exposure was, during the time, an important component of my daily activity by working mainly in international companies (Arthur Andersen, Hypovereisbank, Oracle, etc.) and taking part in international projects or working in

international teams. I was managing business, people and clients in challenging geographies and in a wide variety of industries (financial services, retail, engineering and construction, central and local governments, utilities and energy, etc.).

The assignments have been in areas like:

- organizational and business strategy advisory,
- BPR for large organizations,
- addressing new business challenges by creating new business flows and the supporting IT infrastructure, etc.

Green fields projects and business development in new market places have been another important component of my career.

One particular activity that worth to be mentioned is my presence in the American Chamber of Commerce (AMCHAM) as member in the Board of Directors and President of the IT&C Committee in 2008-2009 and, starting with March 2009, as Chariman of AMCHAM Board of Directors.

AMCHAM is one of the most important lobby organizations in Romania and has in excess of 320 members being perceived as the most reputable representative of the business community in Romania.

In these position my responsibilities are related to

- Advocacy the business community interests in front of the authorities,
- Coordinating the tasks forces working in the AMCHAM covering areas as fiscality, labour market and education, energy, governanace, IT&C, public procurment,
- Presenting in front of the stakeholders (government, embassies, media, etc.) AMCHAM positions related to Romania's economical and social topics
- Offering support to authorities (Presidency, Government, Parliament), through our expertise, in their legislative and regulatory activities.
- Etc.

I consider that in my career I gained an unique set of knowledge from different industries (banking, IT, Public Sector), business areas (sales, management, back office), functions covered (people management, business development, governmental bodies exposure, media and clients, budget responsibilities, etc.) and a wide international exposure. Therefore, I developed a deep understanding of complex business and the ability of managing large teams and businesses.

The positions held till now helped me to develop a consistent leadership sense.

Professional Experience Record:

1) January 2008-present-Oracle Romania Managing Director

Oracle Romania is one of the largest subsidiaries that Oracle Corp has worldwide (1500 employees), being the largest software company in Romania.

There is a wide variety of activities that this large organization is providing:from license sales, consulting, marketing, etc-for the local organization and contract&partners management, employees incentive compensation process, credit collection, financial consolidation, etc for virtually the entire world.

The role is an executive one, covering all areas which are supposed to be in the GM responsibility (company representation, people and business management, elaborating the strategy and following the implementation, etc.).

2) November 2004-June 2008-Oracle-Sales Director Oracle South Eastern Europe.

I was coordinating 11 countries.

Significant tasks:

- Business development, managing relationships with clients and partners
- Budget responsibilities
- Managing marketing campaigns
- HR responsibility
- Business consulting by creating and developing tailored made business solutions
- Strategic advisor for local clients (governments, local or international companies)
- Project management
- Entire responsibility for negotiating contracts.
- Representing Oracle local and international communities (including media)
- Managing the relationships with central and local authorities

Business development (mainly start ups projects), creating teams and developing business strategies taking into account local or regional characteristics have been in the last years my priorities.

The areas covered are extremely wide from back office support activities for Oracle Corp worldwide till local sales and project delivery.

3) March 2001-November 2004-Oracle Romania-Financial Services Industry Manager

Significant tasks:

All of the above restricted to Romanian Financial Industry (banks, insurance, capital markets, etc.).

Most important task was to design and to apply the IT strategy for BCR (Banca Comerciala Romana)-Erste Bank Austria-largest Romanian bank.

I managed teams of dozens and multimillion USD projects.

4) 1999-2001 : Banca Turco Romana-Director

Significant tasks:

- Negotiate and conclude all types of lending (pre-export financing, import financing, overdrafts, working capital lines, LG's, etc.)
- Supervising the cash and non-cash domestic payments.
- Supervising international operations (payments, LG's, LC's, etc).
- Managing administrative matters, including the relations with the public bodies, press, financial institutions, BNR (Romanian National Bank), etc. I was responsible for marketing campaigns.
- Elaborating, together with Head Office, tailor made products for important customers.
- Organising and supervising all aspects related with the debit and credit cards project: marketing the product, negotiate the service package, finding the premises and installing the ATM and POS, etc.
- Responsibilities on Human Resources area-the total number of employees being 30 people.

5) 1998-1999 : Bank Austria Creditanstalt (Hypovereisbank)-Director

Significant tasks:

- Creating and maintaining a large portfolio of individual and corporate customers
- Creating marketing campaigns (including direct marketing)
- Supervising the cash and non-cash activities.
- I was part of BA-CA start-up team in Romania, including the interaction with all responsible Romanian regulatory bodies, (National Bank, Fiscal Authorities, etc.).
- Responsible of managing the banks' front office daily activities.
- Member in Board of Directors and Assets and Liabilities Committee.

6) 1997-1998:BancaTurco-Romana-Audit Department, Deputy Director

Significant jobs:

- Checking that all banks' activities are in compliance with BTR internal regulations and Central Bank regulations.
- Proposals to management regarding banking procedures and staff evaluations.
- Preparing reports for BOD.
- In 1999 I took part to the GDR (global depository receipts) issuance, in the due diligence process and offer submitting process-first on the Romanian market. The issuance took place on London and New York Stocks Exchange.

7) 1996-1997 : Arthur Andersen audit company-auditor

Significant projects and activities:

- Establishing Banca Turco Romana internal procedures
- Bucharest City Hall properties inventory
- Audit for companies like Pepsi Cola, Rokura, etc.
- Due diligence for important heavy industry companies (Fortus Iasi, Textila Iasi), etc.

8) 1994-1996 : Bancorex S.A. -account officer

Significant activities:

-Credit Risk Management officer

-Retail officer

-International Department officer

Driving license since 1990.

Phone number:-

Yours faithfully
Sorin Mindrutescu

504Numar de operator de date cu
caracter personal - 759**CERTIFICAT DE CAZIER FISCAL****Unitate teritoriala competenta**

Administrația Finanțelor Publice a Sectorului 1

Înregistrat la unitatea teritoriala competentaNr. 5651881 Data 19.08.2010**CERTIFICAT DE CAZIER FISCAL**

Ca urmare a cererii nr. 5651881 din data de 19/08/2010 se certifică prin prezenta :

Contribuabilul :

Cod de identificare fiscală : 1690728034984

Nume și prenume/Denumire : MÎNDRUȚESCU SORIN-MIHAI

Domiciliul fiscal:

Județ: MUNICIPIUL BUCUREȘTI Localitate: Sector 1 Mun. București Sector: _

Strada: _____ Număr: _____ Bloc: _____ Scara: _____ Ap: 4 _____

Telefon: _____ Fax: _____ Email: _____

NU ARE fapte înscrise în cazierul fiscalS-a eliberat prezentul certificat pentru a-i servi la FONDUL PROPRIETATEA _____
_____ și este valabil 30 zile de la data emiterii.ȘEF ADMINISTRAȚIE,
MIHAELA GEORGESCU

ROMÂNIA
MINISTERUL ADMINISTRAȚIEI ȘI INTERNELOR
INSPECTORATUL GENERAL AL POLIȚIEI ROMÂNE
Direcția Generală de Poliție a Municipiului București
- Cazier Judiciar -

Notificare privind prelucrarea
datelor cu caracter personal nr.3223

Seria N Nr. 0625253

Certificat de cazier judiciar

Nr. 2072977 din 19.08.2010



Numele MÎNDRUȚESCU	Prenumele SORIN-MIHAI
Data nașterii 28.07.1969	C.N.P. 1690728034984
Locul nașterii Mun.Pitești Jud.Argeș	
Ultimul domiciliu București /S1	

Solicitantul nu este înscris în cazierul judiciar.

S-a eliberat prezentul certificat spre a-i servi la : FONDUL PROPRIETATEA

SEELUL CAZIERULUI JUDICIAR,

CONFIDENȚIAL!

ATENȚIE! Date cu caracter personal, prelucrate în conformitate cu dispozițiile Legii nr.677/2001

