

CURRICULUM VITAE

1. **First Name:** Stoiciu
2. **Last name:** Andrei
3. **Date of birth:** 05.09.1970
4. **Nationality:** Romanian, Canadian
5. **Education :**

Institution [From – Until]	Qualifications or degrees :
1995-2001	PhD , Doctorate degree , Institut d'Etudes Politiques de Paris, with thesis on « Social capital , educational background , media role and public opinion influence »
1992-1994	Master of Arts (MA) , University of Quebec, Montreal, International relations and cooperation
1988-1992	Bachelor of Arts (BA) , University of Quebec, University Mc Gill, Canada. In Political sciences
1997	Certificate Management, University of Antwerpen

7 Foreign Languages : (1 – excellent ; 5 – basic)

Language	Reading	Speaking	Writing
English	1	1	1
French	1	1	1
Spanish	2	2	2
Italian	3	3	3
Russian	1	3	4

Romanian mother- tongue.

8 Membership of professional bodies: NISPA, Canadian Business association, Canadian management consultants, MBA European network

9. Other skills : Full computer skills

General professional experience

- More than 15 years direct involvement in public administration, social mediation, public relations, project management
- Specific professional experience in years (y)

Governance projects 15 y	EU project management : 10 y	Procurement, TORs development monitoring contracts : 9 y
Training delivery : 7 y	Analytical input, project assessment , survey 10 y	Planning activities and team coordination 10 y
Experience in international organisations : 10 y	Liaise with local stake holders, regional development 10 y	Public relations, public affairs: 13 y
PCM 10 y	Writing and editing : 12 y	Financial management of over 10 millions € : 8 y

International experience

Poland, Hungary, Yugoslavia, Bulgaria, Czech, Slovakia, Turkey – 1998-2006, Russia, Ukraine, Kazakhstan, Kyrgyzstan, Baltic states – 1996-2006, Canada, USA – 1992-2004, Colombia, Venezuela, Mexico, Brazil – 2000-2001, 2004, Balkans – 1997-2006, France, Belgium – 1994-2002, Germany, UK – 2001-2003,

Professional Experience Record:

<i>Date</i>	2008
<i>Company</i>	IDEE (World Bank BIRD nr. 4760RO)
<i>Location</i>	Romania
<i>Position</i>	Key expert Technical assistance to Health Ministry sector reform program
<i>Description</i>	Developing TORs for acquisition, devising project management framework for reform projects funded by the World Bank. Monitoring procedures for the technical assistance program in support of PMU
<i>Company</i>	Ecole nationale d'administration (ENA)
<i>Location</i>	France, Romania

<i>Position</i>	Project manager Europaïd 123172/D/SER Strengthening the National administration Institute capacity
<i>Description</i>	Planning, developing, operating, delivering and communication a training program for public officials
<i>Date</i>	2007-2008
<i>Company</i>	ASG – Romanian Government public agency
<i>Location</i>	Romania
<i>Position</i>	Program manager Institutional communication campaign
<i>Description</i>	Managing a national 2 y project related to changes in regulation and legislation induced by EU standards in public administration: training for institutional networks, nation wide communication campaign, editing materials and formatting content, public events – large scale participation
<i>Date</i>	2007
<i>Company</i>	LDK (Greece), BDPA (France)
<i>Location</i>	Romania
<i>Position</i>	Communication expert
<i>Description</i>	Sustainable development project funded by World Bank . Managing local PR campaign related to grant schemes for local authorities, public presentation, integrity standards performance indicators development for local authorities.
<i>Date</i>	2006-2007
<i>Company</i>	Human Dynamics (Austria), B & S Europe
<i>Location</i>	Austria, Romania
<i>Position</i>	KEY expert
<i>Description</i>	Strengthening capacity and partnership building Europaïd/122255/D/SV/RO
<i>Description</i>	Involved in managing a 4.5 millions € national project supporting the rights of marginalized communities, social inclusion, access to structural funds, capacity building at the local administration level, grant scheme publicity.
<i>Date</i>	2006
<i>Company</i>	ECO Belgium-LDK Greece
<i>Location</i>	Romania, Ukraine, Serbia, Moldova
<i>Position</i>	Expert – Cross Border Cooperation – program 119589/D/SV/RO
<i>Description</i>	Managing the project backstopping for cross border schemes in 3 countries with total grant value of 20 millions €. Projects involve better cooperation between cross border entities, promotion of social inclusion, human rights.
<i>Date</i>	2005-2008
<i>Company</i>	Averea, Gardianul, Ana Maria, Money Channel, Realitatea TV. Holding with 100 millions €y media income
<i>Location</i>	Romania, Balkans
<i>Position</i>	Development director , member of the Board
<i>Description</i>	Managing the public affairs and the communication strategies of a media group. Organising events, media planning ,PR, liaise with government and private corporations, project management, advising the board on market developments, development of social awareness campaigns for the public administration , liaise with EU organisations
<i>Date</i>	2005-2006
<i>Company</i>	Commercial Bank of Romania (largest Romanian bank, market value 5 billions €), Bank POST (EuroBank)
<i>Location</i>	Romania
<i>Position</i>	Customer services project coordinator
<i>Description</i>	Coordination of national public awareness campaigns on the new fiscal code and taxation policies, launch of new currency (RON). Management of information channels, mystery shoppers projects, seminars and media campaign
<i>Date</i>	2004-2005
<i>Company</i>	Canadian International development agency
<i>Location</i>	Canada, Bulgaria, Romania, Moldova
<i>Position</i>	Program manager – mediator good governance social inclusion in disaffected areas
<i>Description</i>	Liaise with local authorities – 20 + towns +, public agencies, 30 NGOs-. Research/editing of materials including dissemination of 6000 + tool kits for public awareness campaign. Strategic review of the planning mechanisms
<i>Date</i>	2004-2005
<i>Position</i>	Program coordinator
<i>Company</i>	Enterprise inc & ANZRM (Mine Closure and Social Mitigation Project, IBRD Loan no. 4509-RO)
<i>Location</i>	UK, Romania

<i>Position</i>	Technical advisor
<i>Description</i>	Setting up partnership networks with active actors of regional development, facilitating information collection /dissemination, information points (PIPs). Dissemination of public information materials, identified sub-target groups,
<i>Date</i>	2004
<i>Company</i>	LDK Consultants Engineers and Planners S.A. (Greece)
<i>Location</i>	Romania
<i>Position</i>	Expert . Social and economic cohesion grant scheme
<i>Description</i>	PCM for social cohesion and human resources grant scheme targeted at marginalized groups Phare 2002). Delivering training, briefing officials, measuring public awareness, integrity standards. Organised 30 clarificatory meetings, 8 local seminars with 400 + participants, development of media, training and audiovisual packages
<i>Date</i>	2003-2004
<i>Company</i>	Council of Europe
<i>Location</i>	Israel, Eastern Europe
<i>Position</i>	Key expert coordinator – minorities rights and perception in Romania
<i>Description</i>	In charge of PCM to promote education in multicultural values. Dissemination of printed materials, organisation of three international seminars, training and formation for professors meetings with key stakeholders.
<i>Date</i>	2003-on going
<i>Company</i>	University of Ottawa, ASE Bucharest MBA program, National Institute of Administration
<i>Location</i>	Canada, Romania
<i>Position</i>	Associated professor
<i>Description</i>	Development of courses, curriculum package, delivery of training program in marketing, management to MBA's executive students or public officials. Teaching courses. Developed two courses <i>integrated marketing communication</i> and <i>project management</i> for MBA students including 60 + case studies, interactive display, sites visits (enterprises).
<i>Date</i>	2003- 2006
<i>Company</i>	Ministry of Internal Affairs and public administration, General Inspectorate of Police, Ministry of Foreign Affairs, National agency for regional development, National Agency for Strategies, National agency for Roma
<i>Location</i>	Romania
<i>Position</i>	Technical consultant, project coordinator
<i>Description</i>	Technical advisor for public affairs, anti corruption training strategies.
<i>Date</i>	2002-2006
<i>Company</i>	World Bank- through Global Development Network
<i>Location</i>	Eastern Europe + Russia, Ukraine
<i>Position</i>	Project coordinator “ Education and human capital”.
<i>Description</i>	Managed regional and cross-border support for projects involving qualitative and quantitative research and team of researchers. Allocated resources for project involving authorities, academics, business leaders and media actors. Ensured back-stopping services and procurement procedures, project assessment, development of standards.
<i>Date</i>	2001-2004
<i>Company</i>	Canadian business association / Connex
<i>Location</i>	Canada, Romania, Bulgaria, Moldova, Brazil
<i>Position</i>	Program manager corporate affairs
<i>Description</i>	Management of media and audiovisual strategies for members development (70 + members), training programs and partnerships, coordinating relations with local authorities, organizing career days, liaise with media, providing analysis seminars and reports of the local labor market conditions, taxation policies, organizing trade missions.
<i>Date</i>	2000-2005
<i>Company</i>	Presidency of Romania
<i>Location</i>	Romania, EU, Turkey, Russia, Ukraine, Central Asia
<i>Position</i>	Civil society advisor the President of Romania (not civil servant)
<i>Description</i>	Advising and representing the Presidents of Romania. Consulting with and providing input on good governance issue for local authorities, public agencies and NGOs. Devising broad-based initiatives for accessing EU and public funds for social marketing campaigns. Contributed to the development and voting by the Parliament of laws after consultation with 100 stakeholders. Developed a bi weekly European affairs magazine for local authorities, with a subscribed distribution of 3000 + with the support of international organizations (European media institute). Participated at

	international events (NATO, UN conferences, EU events) and made public presentations to international audiences.
Date	2000-2002
Company	USAID, Carpathian foundation
Location	Carpathian region (Slovakia, Hungary, Romania, Ukraine, Poland)
Position	Technical advisor
Description	Provided input, edited and produced an assessment , and research on the development and the role of civil society and access to EU partnerships and funds . Managed a team of 20 + experts involved in research
Date	2000-2001
Company	Antena 1, Jurnalul National, Impact Advertising
Location	Romania
Position	Project coordinator
Description	Marketing projects coordinator for a large media group. Directly under the supervision of CEO. Budget management.
Date	1997-2006
Company	IDEE
Location	France, Colombia, Egypt, Israel, Czech Rep., China, Poland, Yugoslavia, Hungary, Romania, Moldova, Russia
Position	Managing director
Description	Managing and coordinating programs for a media and public affairs company. Devising, implementing and monitoring proposals for clients SME and international organizations. Managing a staff of 16 +
Date	1997-2002
Company	Swiss international development agency (Ministry of Economy and Ministry of Foreign Affairs, Switzerland)
Location	Switzerland, Balkans
Position	Strategy consultant
Description	Consultant, formulated references for 33 programs developed in the regions including empowering local labor associations, STEP program with labor union, anti corruption, training programs for developing managerial and planning skills for business development etc. Program assessment, terms of reference development
Date	1996-1997
Company	Soros foundation (Open society institute)
Location	USA, Poland, Romania, Russia, Ukraine, Kazakhstan, Estonia, Kyrgyzstan, Tadjikistan, Georgia, Finland, Balkans
Position	East East program coordinator
Description	Program coordinator for East East programs. Managed budget over 2 millions year as a donor, evaluated programs, analysed TOR, prepared methodology , anti corruption and integrity methodologies for partnerships
Date	1994-1995
Company	Deloitte Touche
Location	Canada
Position	Project manager
Description	Consulting work and developing new training and services for business and corporate clients
Date	1991-1994
Company	University of Quebec, Conseil des Arts du Canada
Location	Canada, India, China, Vietnam, Cambodia, Thailand, UAE, Nepal.
Position	Teacher assistant, research assistant
Description	Research on legal and social issues in Asia. Field research. Teaching courses

PUBLICATIONS:

- *Fiction et realite identitaire: le cas de la Bessarabie*, Montreal-Bucharest, 1995.,- *Entre pouvoir et resistance politique (co auteur)*, Paris, 1996., *Cum se vand idei si oameni*, Bucharest, 2001.,- *Enigmes de la seduction politique*, Montreal, 2001.*La transition en Roumanie: communication et qualite de vie (co auteur)*, Montreal, 1995 *Montana*, Montreal, 1988. *Alors la tempete* Montreal 1991., *Making civil society work* , 2001. , *Public affairs and integrated marketing communication*, 2005.. Regional correspondent of Worldpressreview, a NY based magazine since 2002.

OTHER: Grantee of the Romanian national cinema authority. Training courses developer for team building, public relations. Training programmes developed -6 different – including Negotiation with labour unions, Leader program, Labyrinth Media training, Island Escape Maximum budget coordinated – **10 Million €** Team management – **up to 25 people**.