

Paul Gurau

Personal Information

Age/varsta: 55, married/casatorit, 2 children/2 copii

Education

1981 – 1986 Institutul Politehnic Bucuresti, Facultatea de Chimie Industrială
Bucuresti, Inginer Tehnologia Compusilor Macromoleculari

Professional experience

1986 – 1989 Petrochemical Plant Pitesti - engineer

1987 – 1991 Assistant Professor at Faculty of Chemistry, University of Bucharest

1992 – 1996 Austrian Airlines Bucharest, Romania

Passenger/Cargo responsible – Responsabil Handling Pasageri si Cargo

Responsibilities in the passenger handling, ground officer for the MD81/82/87, F50 and A321 – *Responsabilitati in handlingul de pasageri si calificari ca supervisor operatiuni sol pentru MD81/82/87, F50 si A321*

Cargo supervisor with sales and operational activities – *supervisor pentru activitatea de cargo cu atributii in vanzari si operatiuni*

1996 – 1999 KLM Cargo Bucharest, Romania

Cargo Manager – Director Cargo Romania

Responsible for the commercial and operational activity of KLM Cargo in Romania – *Responsabil pentru activitatea comerciala si operationala a companiei in Romania*

1999 - 2001 KLM Cargo Milan, Italy

Pricing & Revenue Manager South, Central & Eastern Europe – Manager pentru Europa de Sud, Europa Centrala si de Est pentru tarife si managementul veniturilor

Responsible for developing and implementing the pricing policies for the area – *Responsabil pentru dezvoltarea si implementarea politicilor de preturi pentru zona*

Responsible to develop and implementation of the revenue management policies in each country and on the routes in the area – *Responsabil cu dezvoltarea si implementarea politicilor de profitabilitate pentru fiecare tara si pe rute in zona*

2001 - 2006 UPS SCS Romania Bucharest, Romania

Managing Director UPS Supply Chain Solutions – Director General pentru Romania al UPS Supply Chain Solutions

Responsibilities in developing the company in Romania. Developing the products and services as well as the client database – *Responsabil cu dezvoltarea companiei in Romania. Dezvoltarea produselor si serviciilor precum si a bazei de clienti.*

2006 - 2008 Ion Tiriac Air Bucharest, Romania

Managing Director – Director General

Responsibilities for the operational activities of the company – *Responsabilitati pentru activitatea operationala a companiei*

Developing the products and services – *Dezvoltarea produselor si serviciilor*

Responsibilities for the commercial activity of the company – *Responsabilitati pentru activitatea comerciala a companiei*

2008 – present Business Aircraft Management Bucharest, Romania

Owner – Director General

Company is active in the consultancy field for aviation and financing with focus on the business aviation –

Compania este activa in domeniul consultantei de afaceri pe sectorul de aviatie cu

concentrare pe aviatia de business

Company offers management services as well as full financial consultancy to our client starting from the company business plan and ending with company management.

Compania ofera clientilor servicii de management si consultanta pentru servicii financiare incepand de la creerea planului de afaceri si terminand cu management propriu-zis.

Responsibilities for the operational activities of the company – *Responsabilitati pentru activitatea operationala a companiei*

Developing the products and services – *Dezvoltarea produselor si serviciilor*

2010 – present Fly Insurance Broker de Asigurare-Reasigurare, Bucharest, Romania

Owner

Company acts as insurance broker and has a portfolio of various insurance products from legal third party liability to financial risk coverage insurance policies.

Compania activeaza ca si broker de asigurari cu un larg portofoliu de clienti variat si produse de asigurare de la cele obligatorii de raspundere civila la produse ce acopera riscuri financiare.

2016 Jun – 2017 Jan TAROM Romanian Airlines, Bucharest

CAO Chief Administrative Officer

CAO avea in subordine departamentele de HR, IT, Legal, Administrativ si Achizitii

CAO was responsible for the following departments HR, IT, Legal, Administration

and Acquisition. As CAO I revised and updated the internal processes and

procedures for the departments I had under management. I had implemented

acquisition policies in order to reduce the company costs with this process by

implementing the concepts of minimum stock and minimum order with the scope to

optimize the cash-flow and minimize the used stocks. For the HR I worked with the

HR team to finilize the salary levels for Technical, Flight and Operation

departments. For the IT I managed to centralize the IT acsition processes with

the direct effect of cost reduction for the company

Languages

English well speaking, reading, writing

German well speaking, reading. Good: writing

Italian well speaking, reading. Good: writing

French good speaking, reading, poor writting

Hobbies

Literature, Travel, Formula 1, Music

Literatura, Calatorii, Formula 1, Muzica

Date: 10.07.2017

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