

CATRE,

**ADUNAREA GENERALA ORDINARA A ACTIONARILOR
IMPACT DEVELOPER&CONTRACTOR SA VOLUNTARI**

Subsemnata Urda Iuliana Mihaela, nascuta la data de 27.01.1968 in localitatea Piatra Neamt, jud. Neamt, fiica lui Mihai si Valeria, CNP 2680127270589, identificata cu CI seria RT nr. 410265 eliberat de SPCEP S1 biroul nr.2 la data de 18.05.2006, domiciliata in Bucuresti, str. Neagoe Voda 3-5, bl. 13/6, sc.B, et.2, ap.25, prin prezenta imi depun candidatura pentru calitatea de membru al Consiliului de Administratie al IMPACT DEVELOPER&CONTRACTOR SA, in temeiul Art.137¹ alin.2. din legea nr. 31/1990 rep.

Imi depun aceasta candidatura la recomandarea dlui. Gheorghe Iaciu - actionar IMPACT DEVELOPER&CONTRACTOR SA, avand in vedere pct.6 de pe Ordinea de zi a Adunarii Generale a Actionarilor IMPACT DEVELOPER&CONTRACTOR SA VOLUNTARI, convocata pentru data de 26.04.2013, ora 10 (prima convocare), sau 27.04.2013, ora 10 (a doua convocare, in cazul in care din lipsa de cvorum Adunarea Generala Ordinara a Actionarilor nu si-ar putea desfasura lucrarile la prima convocare), care se va desfasura in localitatea Voluntari, Sos. Pipera-Tunari nr. 4C, Centrul de Afaceri Construdava, subsol.

Atasez prezentei CV si copie CI.

16.04.2013

Urda Iuliana Mihaela



Curriculum Vitae

IULIA URDA

iulia.urda@gmail.com

Employment History

Chief Executive Officer

November 2011 - present, OCTOGON TOTAL MANAGEMENT, Bucharest

- Develop an operational plan which incorporates goals and objectives that work towards the strategic direction of the organization
- Ensure that the operation of the organization meets the expectations of its clients, Board and Funders
- Oversee the efficient and effective day-to-day operation of the organization
- Draft policies for the approval of the Board and prepare procedures to implement the organizational policies; review existing policies on an annual basis and recommend changes to the Board as appropriate
- Provide support to the Board by preparing meeting agenda and supporting materials.
- Participate with the Board of Directors in developing a vision and strategic plan to guide the organization
- Identify, assess, and inform the Board of Directors of internal and external issues that affect the organization
- Act as a professional advisor to the Board of Director on all aspects of the organization's activities
- Oversee the planning, implementation and evaluation of the organization's programs and services
- Monitor the day-to-day delivery of the programs and services of the organization to maintain or improve quality
- Oversee the planning, implementation, execution and evaluation of special projects
- Determine staffing requirements for organizational management and program delivery
- Oversee the implementation of the human resources policies, procedures and practices including the development of job description for all staff
- Establish a positive, healthy and safe work environment in accordance with all appropriate legislation and regulations
- Recruit, interview and select staff that have the right technical and personal abilities to help further the organization's mission
- Ensure that all staff receives an orientation to the organization and that appropriate training is provided
- Implement a performance management process for all staff which includes monitoring the performance of staff on an on-going basis and conducting an quarterly performance review
- Coach and mentor staff as appropriate to improve performance
- Discipline staff when necessary using appropriate techniques; release staff when necessary using appropriate and legally defensible procedures
- Work with staff and the Board (Finance Committee) to prepare a comprehensive budget
- Approve expenditures within the authority delegated by the Board
- Administer the funds of the organization according to the approved budget and monitor the monthly cash flow of the organization
- Provide the Board with comprehensive, regular reports on the revenues and expenditure of the organization
- Identify and evaluate the risks to the organization's people (clients, staff, management, volunteers), property, finances, goodwill, and image and implement measures to control risks
- Ensure that the Board of Directors and the organization carries appropriate and adequate insurance coverage

Personal achievements:

- increase the revenue with 29.8% in 2012
- increase the lettable surface with 10% adding new premises in 2012
- reducing the net costs of the company with about 3% in 2012
- increasing the web traffic with 55% face to previous year
- reducing the bad debts with 50% during one year
- empowering no.1 position of the company in the market

Marketing Director

June 2009 - November 2011, OCTOGON TOTAL MANAGEMENT, Bucharest

- develop, manage and implement overall marketing and strategic planning programs, corporate communications
- propose and implement the annual marketing budget
- define, measure, evaluate and analyse the market, positioning, segmentation, client behavior, trends
- develop actions in order to improve the brand perception and awareness
- develop the online platform and communication

- concept and improve of the marketing processes and procedures
 - provide monthly and quaterly reports for shareholders
- Personal achievements:**
- launching the first TV corporate campaign of the company
 - relaunching the website of the company as per the new strategy communication; online traffic increase more than 200%
 - preparing and implementing the first specialized market surveys
 - cost controlling concrete proposals and their implementation.

Marketing&Communication Director
 Nov 2007 – April 2009, ALTEX ROMANIA, Bucharest

e-Business Director
 July 2007 – Nov 2007, ALTEX IMPEX, Bucharest

Country Manager Home Appliances
 2006 - July 2007, ALTEX IMPEX, Bucharest

Country Manager Small Appliances&Home Confort
 2001-2006, ALTEX IMPEX, Piatra Neamt

Imports-Prices Department Chief
 1996-2001, ALTEX IMPEX, Piatra Neamt

Primary Data Operator
 1995-1998, ALTEX IMPEX (retailer for household appliances, electronics), Piatra Neamt

Primary Accountant
 1993-1995, ADA ANDRONIC (furniture producer and seller), Piatra Neamt

Abilities/skills

- ability to be strategic in both creative execution and business decisions
- organized in planning
- determined and decisive; uses initiative to develop effective solutions to problems
- reliable and dependable - high personal standards and attention to detail
- good interpersonal skills - works well with others, motivates and encourages
- emotionally mature and confident - a calming influence
- great team-worker - adaptable and flexible

