

## INFORMAȚII PERSONALE



## Ilie Mihai Balaban

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## POZIȚIA

## Doctorand ULBS

## EXPERIENȚA PROFESIONALĂ

**Unimat SRL****CEO&BUSINESS PARTNER**

*June 2014 - Present*

Pentru a construi durabil alege calitatea!

Povestea pentru afacerea UNIMAT a început ca o necesitate de a veni înaintea nevoilor clienților. Au fost făcute mai multe studii, care au arătat necesitatea creării unui partener de construcție care să ofere răspunsuri la problemele și întrebările pieței. Vânzarea materialelor de construcție a fost foarte rudimentară, iar punctul de vânzare era pur și simplu locul de unde clienții își puteau lua marfa. Astfel, UNIMAT a venit ca un răspuns evident la acest lucru. UNIMAT este locul unde, în afară de materialele de construcție, clientul poate, de asemenea, să afle exact ce face produsul și care este cea mai bună soluție pentru problema sa. Încetul cu încetul, compania a consolidat poziția uneia dintre cele mai bune vânzări printre companiile de materiale de construcții din Sibiu.

Exigența este criteriul nostru în oferirea serviciilor de calitate!

**Asociația Pro Palatul Copiilor Sibiu****Vicepreședinte onorific February 2019 - Present Sibiu County, Romania**

Asociația Pro Palatul Copiilor s-a născut din dorința de a reabilita viitoarea locație în care copiii noștri urmează să-și desfășoare studiile. Vrem să unim comunitatea pentru a atinge același scop: Renovarea noii locații a Palatului Copiilor de pe str. Henri Coanda nr. 51, în spate la Liceul Tehnologic Henri Coanda (Fostul internat al Liceului). E nevoie de multă muncă, oameni uniți și mâini de ajutor din partea tuturor. Împreună putem!

Când oamenii se unesc, miracole se împlinesc!

**Societatea Națională de Cruce Roșie din România filiala Sibiu****Președinte**

*April 2019 - Present Sibiu*

**Freelancer II BIM Business Consultant August 2012 - Present****Lasselsberger Knauf****Business Developer**

*April 2013 - May 2014 (1 year 2 months)*

New technical solutions for waterproofing by Remmers, Germany

**Independent****Business Consultant**

*August 2012 - September 2012 (2 months)*

Pgh.PA - USA

businesses closing and sale of machinery and equipments at a firm with activity "Industrial and Commercial Machinery and Equipment"

#### **Ambient SA**

##### **Strategic Sales Manager**

*December 2011 - August 2012 (9 months)*

reorganization deposits of construction materials management of team in deposits of construction materials

#### **Ambient SA**

##### **Project Manager**

*May 2011 - August 2012 (1 year 4 months)*

PM for implementation of CRM & SFA

software solution selected and implemented was Microsoft Dynamics

#### **COGNOR AMBIENT STAHLHANDEL SRL**

##### **Managing Director**

*July 2009 - May 2011 (1 year 11 months)*

restructuring the company in two stages with a reorganization plan approved by the Department of Labor

reorientation towards a viable market niche

General Management, Annual Company Budget, Sales target for agents HR politics, Newsletters for clients, Purchasing Strategies, Marketing plan, Promoting products and services company support to the company's shareholders to sell her shares

#### **D.E.C. CONSTRUCT**

##### **Commercial Director & Owner**

*May 2008 - June 2009 (1 year 2 months)*

D.E.C. = Discipline, Efficiency, Quality - because we believe in excellence in construction

The company has as activity object: construction and trade with building materials

The company offers solutions for roofs and attic flat

I accomplished partnerships with the best manufacturers of metal roofs and the best producers of "complementary elements of a roof": Velux roof windows, Velux solar panels systems, Plewa ceramical smoke baskets, technical solutions from Lindab (metal roofs, pluvial systems, metal warehouses, industrial gates, metal systems from Rova Romania and Arcelor- Mittal

#### **UNIMAT**

##### **General Manager**

*January 2003 - April 2008 (5 years 4 months)*

Strategic Management, including business plan & sales strategy development. I exercised the executive management - leadership of the company Responsibilities - Achievements:

I have reorganized the company, in accordance with my own organization chart

I reached a number of over 130 professional employees (in 2008)

I prepared ROF (regulation of functioning) and ROI (Rules of Procedure)

I have constituted / established "The Management Board" in order to establish development policies for medium and long term

I represented the company in relation with the authorities and in relation with the materials providers

I have implemented quality management system ISO 9001:2000

I have introduced and developed a system of financial analysis of ERP, Start-ups: I built the first factory for bending steel - outside Bucharest (investment of over 500,000 Euros)

I have built a company (PROCEMA-UNIMAT) together with PROCEMA SA Bucharest

I founded a department for the pigmentation of paints and plasters

I established a department of production and metals assembly (metal assembly team halls, coverings and metal doors) and an Industrial tinsmithing workshop I have opened and developed 2 daughter companies (in Sibiu and Alba Iulia) Start-ups: I have brought on the Romania market – the competitor of the Velux Company: Roto roof window - by Germany, I established in 2 years in a national network of 74 dealers and mounters (after the first year of activity the department had profit)

In 2007 we achieved a turnover of over 16.000.000Euro, with profits of over 1.000.000 Euro

I realized collaboration programs for technical courses and sales, courses at the companies: Velux, Knauf, Isover, Bramac, Ferroli, Velux solar systems, Lindab profile, Lindab ventilation Systems

### **UNIMAT**

#### **Technical Director**

*September 2002 - January 2003 (5 months)*

Development of the "heating and sanitary" department

I founded this department, as a result of the identified in market needs and I have selected suppliers of materials and technologies; I have developed partnerships with prestigious companies: Viessmann, Ferroli, Wilo

### **UNIMAT**

#### **Engineer Economist**

*July 2001 - May 2002 (11 months)*

Responsibilities:

The management and development of the department for imported building materials

We developed the finishing department of the company, in the top, suppliers of Isover (group Saint Gobain) and Knauf

Materials turnover have occupied a place in the "top 5 Romania"

### **STEAUA**

#### **Chief Marketing Officer**

*July 2000 - June 2001 (1 year)*

I did a market study ( with SPSS) on the company's products, and developed a distribution network;

Track customers and developing the customer network

### **MILICONF SRL SIBIU**

#### **Managing Director**

*March 1994 - May 2000 (6 years 3 months)*

Company activity: " Toys Production", we have identified the need for more stuffed toys on the market

Responsibilities: Production supervision, approvals and certificates for selling, marketing and selling products

## **EDUCAȚIE ȘI FORMARE**

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INDE, ASE & Conservatoire National des Arts et Métiers

MBA, AMBA accredited, Entrepreneurship, Operations Management, Accounting, Statistics, International Marketing, Economics · (2010 - 2012)

Academia de Studii Economice din București Master's degree, Business Administration and

Management, General · (2010 - 2012)

„Lucian Blaga” University of Sibiu

2007, Master's degree in Psychology of Negotiation · (2005 - 2007)

„Lucian Blaga” University of Sibiu

2000, Bachelor of Science: Economic Engineering · (1995 - 2000)

"Gheorghe Lazar" National Colleagues of Sibiu

1988, Math & Physics · (1984 - 1988)

## COMPETENȚE PERSONALE

Limba(i) maternă(e) română

Limbile străine

engleză

ÎNȚELEGERE		VORBIRE		SCRIERE
Ascultare	Citire	Participare la conversație	Discurs oral	
A2	A2	A2	A2	A2

Niveluri: A1 și A2: Utilizator elementar - B1 și B2: Utilizator independent - C1 și C2: Utilizator experimentat  
Cadrul european comun de referință pentru limbi străine

Permis de conducere B