

PERSONAL INFORMATION

Cristina Morărescu



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Sex Female | Date of birth 13/11/1987 | Nationality Romanian

WORK EXPERIENCE

Septembrie 2015 - Present

Assistant Professor Ph.D.

The Bucharest University of Economic Studies, Romania

- Teaching activities: seminar, practica and laboratory work, project guidance (Taught disciplines: Fundamentals of organization management, Managerial methodologies, Comparative Management, Economic Projects, Specialty Practice);
- Other didactic activities and scientific research activities include in the curricula;
- Research activities.

February 2015 - September 2015

Business or sector University education

Associate professor Ph.D.

The Bucharest University of Economic Studies, Romania

- Teaching activities: seminar, practica and laboratory work, project guidance (Taught disciplines: Managerial methodologies);
- Other didactic activities and scientific research activities include in the curricula;
- Research activities.

May 2011 - September 2011

Business or sector University education

Gallery Assistant

Art Yourself, Panait Istrati 55, Bucharest

- Build and maintain relationships with artists/clients;
- Manage and develop the client portfolio;
- Prepare documentation prior to meetings;
- Draft reports after meetings;
- Translate documents;
- Manage the team of volunteers;
- Solve customer complaints.

October 2010 – May 2011

Business or sector Contemporary art gallery

Relationship Manager

Design Yourself (brand of Bogdan Alexandru Pitesti Pro-Art foundation), Bucharest

- Participate in the planning and implementation of the sales strategy;
- Fundraising;
- Track progress and completion of contracts;
- Management and development of client portfolio (artists, sponsors, media partners);
- Present, promote and sell products and services of the company;
- Draw up contracts and participate in negotiations;
- Organize and attend cultural events.

September 2010 - October 2010

Business or sector Agency specialized on cultural management and marketing

Sales Officer

Design Yourself (brand of Bogdan Alexandru Pitesti Pro-Art foundation), Bucharest

- Fundraising;
- Present, promote and sell products and services of the company;
- Draw up contracts and participate in negotiations;

Business or sector Agency specialized on cultural management and marketing

EDUCATION AND TRAINING

October 2011 – In progress	<p>PhD</p> <p>The Bucharest University of Economic Studies, Romania</p> <ul style="list-style-type: none"> ▪ Management ▪ Business networks ▪ Clusters 	EQF level 8
October 2009 – July 2011	<p>Master's degree</p> <p>The Bucharest University of Economic Studies, Romania</p> <ul style="list-style-type: none"> ▪ European Management and Marketing 	EQF level 7
October 2006 – June 2009	<p>Bachelor's degree</p> <p>The Bucharest University of Economic Studies, Romania</p> <ul style="list-style-type: none"> ▪ Economic Management 	EQF level 6

PERSONAL SKILLS

Mother tongue(s) Romanian

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C1	C1
Cambridge Advanced					
Italian	A2	B1	B1	A1	A1
Replace with name of language certificate. Enter level if known.					
Spanish	B1	B2	B1	A2	A2
Replace with name of language certificate. Enter level if known.					

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user
Common European Framework of Reference for Languages

- Communication skills**
- Creativity
 - Clarity
 - Diplomacy
 - Logical
 - Negotiating
 - Good communication skills gained through my experience and through my education and training
 - Ability to mediate and solve problems
 - With team spirit

Organisational / managerial skills	<ul style="list-style-type: none">▪ Time management▪ Attention to details▪ Decision making skills▪ Perseverance▪ Orderly work planning <p>I participated in a training course for professional development and obtained a certificate for Sales Manager (COR code 121018 – according to the classification of occupations in Romania). Also, I attended a training course organized by EPSO (Euroconcur, Bucharest) on verbal and numerical reasoning. And lastly, I completed THE UNIVERSITY OF MARYLAND, COLLEGE PARK'S ONLINE Course: Developing Innovative Ideas for New Companies: The 1st Step in Entrepreneurship</p>
Job-related skills	<ul style="list-style-type: none">▪ Ability to learn▪ Very organized▪ Creative thinking and problem solving▪ Negotiating skills and team work
Computer skills	<ul style="list-style-type: none">▪ Ms Office (Word, Excel, PowerPoint, Project)▪ Internet browsing and Data capture▪ Basic knowledge of: html, C++
Other skills	<ul style="list-style-type: none">▪ Fashion design <p>I completed a course at Dalles Folklore University, Bucharest, named "Fashion Design Course – Fashion and Costume", accredited by the National Authority for Qualifications (former CNFPA) – occupation Clothing creator/designer (COR 3161. 3. 4)</p>
Driving licence	No