

Lungu Bogdan

What is your definition of success?

Success is 1% inspiration and 99% work!

How do you continue to educate yourself?

Life is about learning, a competition with yourself to become even better!

What is your super power?

Ambition. Give me 5% chances and I will turn them into success!

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📍 Timișoara



STUDIES

2000 - 2004

UVT TIMIȘOARA

Communication Science

1996 - 2000

CHEMISTRY HIGH SCHOOL

Hydro Specialization

LANGUAGES

📖 ENGLISH
Advanced Level

📖 GERMAN
Beginner level

🚗 **Driving License**
B Category

SKILLS

Project management

Negotiation skills

Business consultancy

Client oriented

Teamwork

Team Leader

WORK EXPERIENCE

SALES DIRECTOR

Flash Lighting Services

TIMIȘ, feb. 2023 - ongoing

SA

- Business to Government Manager.
- Smart City Integrator services;
- Analyzing market trends to identify opportunities for growth;
- Leading a team of sales professionals;
- Developing sales strategies and tactics.

CITY MANAGER

UAT Sacalaz

TIMIȘ, dec. 2020 - aug. 2021

- Project manager for **12 projects** under implementation.
- Implementing **audit** TUV, ISO 9001, ISO 14001
- Coordinating implementation of projects;
- Submitting new financing projects;
- Distributing the **local budget** for each project;
- Increasing **local taxes by 1.7%**;
- Decreasing **salary expenses by 8%**.

SMART CITY DEVELOPER WEST

Telekom România

TIMIȘ, oct. 2018- dec. 2020

- Coordinating teams up to **64 people**;
- Presenting solution for 4 Smart City Events in Alba Iulia, Oradea, Timișoara and Craiova.
- Implementing 17 new Smart city **projects on regional level**;
- Developing **348 new projects** in the field of digitization;
- Identifying opportunities to implement Smart City service packages;
- Advising in project implementation.

CERTIFICATIONS

2020 Project Manager

2004 Finance management
for sales teams

NATIONAL SALES MANAGER

InstalBLU

TIMIȘOARA, jun. 2009 - oct. 2016

- Coordinating teams up to 40 people;
- Establishing the sales budget at **national level**;
- Monitoring and analyzing the activity of subordinates;
- **Market prospecting**;
- Proposing new products according to **market demand**;
- Analyzing monthly department's activity.

REGIONAL SALES MANAGER

Daimler AG

TIMIȘOARA, aug. 2006 - apr. 2009

- **Increasing net profit with 72% in 2008**;
- Assuming, fulfilling and exceeding the objectives set by company;
- Increasing **team bonus up to 10%**;
- Training, developing and motivating team;
- Proposing **promotions** for the marketing department.

AREA SALES MANAGER

SC Ax Perpetuum SRL

TIMIȘOARA, jul. 2005 - aug. 2006

- Assuming and fulfilling **objectives** set by the company;
- Maintaining relations with distributors;
- Developing and maintaining **client portfolios**;
- **Proposing and implementing** cost reduction measures.

AREA SALES SUPERVISOR

Heineken România

ARAD, mar. 2004 - jul. 2005

- Optimizing stocks from distributors' warehouses;
- Periodic evaluation of employees;
- Establishing and verifying of allocated budget.

SALES REPRESENTATIVE

Pepsi România

TIMIȘOARA, mar 2003 - feb. 2004

- Fulfilling the company objectives;
- Executing primary merchandising;
- Achieving **sales and revenue objectives**.

RADIO SCORE

Radio Europa Nova

TIMIȘOARA, jun. 2000 - feb. 2004

- Realizing radio entertainment programs;
- Presenting a **daily radio show**.

SALES REPRESENTATIVE

Muratim SRL

TIMIȘOARA, jun. 2000 - apr. 2003

- Implementing **sales discounts** and promotions;
- Achieving sales and revenue objectives.