



Curriculum vitae Europass

Personal Information

First name(s) / Surname(s)

Florin Radu Pinte

Address Calea Dorobantilor str. , No. 76, Apt. 58, Cluj-Napoca, Cluj, România

Phone +40740173741

E-mail Radupsr200@yahoo.com

Nationality Romanian

Date of birth August 24, 1977

Work experience

Dates 2007-present

Occupation or position held University Lecturer

Main activities and responsibilities - teaching and scientific research
- Handed subjects: basic marketing, strategic marketing

Name and address of employer University "Bogdan Voda"
Gr. Alexandrescu 26A, Cluj-Napoca (România)

Type of business or sector Education and Research

Dates 2001-2003 summer USA interships

Occupation or position held Asistent manager

Main activities and responsibilities - Business Management and Administration

Name and address of employer Battenkill Canoe LTD, Vermont, SUA

Type of business or sector Production and sale of outdoor sports gear

Dates 2001-2007

Occupation or position held Assistant Professor

Main activities and responsibilities - teaching and scientific research
- Disciplines taught: basic marketing, strategic marketing, marketing and banks

Name and address of employer University „Bogdan Vodă”
Str. Gr. Alexandrescu 26A, Cluj-Napoca (România)

Type of business or sector Education and Research

Education and training

Dates 2004-20010

Title of qualification awarded PhD , Category: Management

Principal subjects/occupational skills covered Thesis Title:: Contributions regarding the improvement of management in Romanian Insurance Companies

Name and type of organisation providing education and training Babes-Bolyai University, Cluj-Napoca - Faculty of Economics and Business Administration Mihail Kogalniceanu 1, Cluj-Napoca (Romania)

Dates 1996-2000

Title of qualification awarded Bachelor's Degree -Economist Degree - Management

Principal subjects/occupational skills covered subjects studied (selective): Management, Economics, Financial Accounting, Management Accounting, Marketing, Public Finance, Finance Company, Financial Analysis

Name and type of organisation providing education and training Babes-Bolyai University, Cluj-Napoca - Faculty of Economics and Business Administration Mihail Kogalniceanu 1, Cluj-Napoca (Romania)

Dates 1990-1994

Title of qualification awarded Certified Expert in Science of Maths and Physics, Highschool Diploma

Principal subjects/occupational skills covered Subjects studied (selective): Economics, Management, Financial Accounting, Commodities, Finance Company.

Name and type of organisation providing education and training Gheorghe Sincai English High School str. Avram Iancu , Cluj-Napoca (Romania)

Mother Tongue (s) Romanian

Other language(s)

Self-assessment

English

French

Understanding		Speaking		Writing
Listening	Reading	Spoken interaction	Spoken production	
Excellent knowledge	Excellent knowledge	Excellent knowledge	Excellent knowledge	Excellent knowledge
Working knowledge	Working knowledge	Working knowledge	Working knowledge	Working knowledge

Social skills and competences Communication, understanding, negotiation , gained employment in business and work with students

Organisational skills and competences

- Ability to organize and coordinate complex activities in different business fields
- Research financial reports, accounting reports for companies
- Formulate procedures and guidelines for assigned financial programs and not only
- Organising the work departments
- Develop programs for implementation.
- Develop alternative strategies for programs based on analysis and research
- Cooperation with other organizations and employees to coordinate financial programs.
- Plan and coordinate the training of staff in marketing and sales
- Implement marketing strategies for business companies
- Conduct special projects and studies.
- Working on budgets.
- Prepare reports and correspondence related to the work.

Computer skills and competences Microsoft Office (Word, Excel and PowerPoint)

Driving license category B

Additional information PUBLICATION

-2010-

Economic Crisis and its influence on insurance activity,Radu Plntea , Viorica Garbo, ICMEA 2010, International Workshop on Economics, Alba Iulia

The viral marketing and the viral advertising, Radu Pinteau, Vlad daniel ICMEA 2010, International Workshop on Economics, Alba Iulia

The quality of services offered by the rural touristic pensions from Garda de Sus, Radu Pinteau, Janetta Sarbu, Studia Universitatis, Babes Bolyai, 2010

Identifying the elements regarding the improvement the function of mail services

Ecological risks

-2009-

Using the direct marketing in order to communicate with clients Radu Pinteau, Series Dacia, Cluj-Napoca, 2009, ISBN: 978-973-35-2489-2

The Role of the Organizational Culture in the Proces of Organizational Changing and Development at the Regional Post Office Level of Cluj, Coautor, Lucrare 7 pagini, vol. International Conference "Managerial Challenges of the Contemporary Society", Ed. Dacia, Cluj-Napoca, 2009, ISBN: 978-973-53-0182-8

The Development of an On-Line Marketing Strategy (Supported by the Example Of the Elvsoft Company in Cluj-Napoca), Coautor, Lucrare 4 pagini, vol. II, Business Excellence, Ed. Infomarket, Braşov, 2009, ISBN: 978-973-1747-12-5

- 2008-

Marketing planning and the process of marketing, Autor, Acta Universitatis, series Economica, Cluj Napoca 2008

The motivational factors and satisfaction at work (examples at SC Farmec SA and Metro Cash & Carry), Coautor, Lucrare 4 pagini, *Review of Management and Economical Engineering*, vol. 7, nr. 7, 2008, ISSN 158-624X, Cat. B+ (CNCSIS)

The image of company, essential factor in developing the market strategies, Coautor, Lucrare 9 pagini, *Annales Universitatis Apulensis Series Oeconomica*, nr. 10, 2008, vol. 2, ISSN: 1454-9409, Cat. B+ (CNCSIS), indexată în BDI

„*Analyzing the image of an insurance company on the market*”, Autor, *Sesiunea Stiintifica Economia si statul de drept din Romania – membra a Uniunii Europene, Editura Dacia 2008*

- 2007-

„*The strategy of creating and dominating the market*”, Autor, Acta Universitatis, series Economica, Cluj Napoca 2007

Assessment of the outsourcing utilisation in small and medium sized firms in Cluj-Napoca, Coautor, Lucrare 6 pagini, *Review of Management and Economical Engineering*, vol. 6, nr. 6, 2007, ISSN 158-624X, Cat. B+ (CNCSIS)

„*The segmentation of the market*”, Autor, *Sesiunea Stiintifica Internationala „Integrare Europeana-Economia de piata si statul de drept*”, Cluj Napoca 2007

ANEXE All the paper works have been presented in different national and international scientific communication sessions.