

RADU VALENTIN BALCU

Operations Manager

 Bucharest



EXPERIENCE

Logistics Manager

Ferosa Sped

 2012 - Ongoing  Pipera, Romania

Ferosa Sped is one of the biggest Forwarding Company from Ilfov County.

- Creating and successfully implementing new branch of our business: shipping containers - increased railway traffic to 6.000 containers/year and increased turnover with 35% in first year.
- Developing new cross-docking project in Buftea
- Reduced costs for railway transportation by 5% by introducing new carrier to our supply chain.
- Coordinate all railway traffic
- Coordinate Operational and Accounting Department
- Maintain close connection with customers and all supply chain providers

Project Manager

Pofta Buna Communication

 2011 - 2012  Bucharest, Romania

PoftaBuna.ro was one of the first online service for Take Away restaurants in Bucharest.

- Creating Google Adwords and Facebook Ads campaigns and increased number of visitors on PoftaBuna.ro by over 500%
- Developing a Facebook viral campaign and attracted 100.000 people to PoftaBuna Facebook page with small budget of 200 euro.
- Planning marketing activities
- Approach restaurant owners, negotiate deals and attract new clients to PoftaBuna.ro website
- Increasing number of orders with 200% by successfully introducing new option to order food by phone

SKILLS

Functional

Supply Chain Management Logistics Innovation

Finance Analytics

STRENGTHS

Fast learner

Over the years I developed fast learning skills and I can adapt quickly to any new challenge and environment.

EDUCATION

Online Marketing

Academy of Economics Studies

 2011 - 2013  Bucharest, Romania

- Masters of Economics

Psychology

University of Bucharest

 2010 - 2013

- Bachelor's Degree

Marketing

Academy of Economics Studies

 2008 - 2011

- Bachelor's Degree

ACHIEVEMENTS



Turnover increase

Supported increased of turnover by 300% since 2012 at Ferosa by discovering new business opportunities.



New big clients

Attracted 2 big clients to Buftea Warehouse resulting an increase with 3.000.000 euro of company turnover



Increased profitability

Increased profitability from 4% to 10% by doing a cost management analysis

PASSIONS



Cryptocurrency

Started researching cryptocurrency space since 2018



Running, politics, travelling and board games.