

PERSONAL DETAILS

Marius MANIC



 Braşov, Romania

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PROFESSIONAL EXPERIENCE

Jan 2020 – present	Sales Director Topman Industries SRL consultancy Romania, Europe
Oct 2018 – Dec 2019	Regional Sales Director Legend Com SRL stationery distribution Transylvania
Jan 2009 – Sep 2018	Sales Director Grafoprint SRL flexographic printing Romania
Jan 2008 – Dec 2008	National Sales Director UPM Raflatac paper manufacturing Romania
Feb 2002 – Dec 2007	Regional Sales Director Gebacolor SRL flexographic printing Transylvania
Dec 2000 – Nov 2001	Commercial Director Alicante International SRL furniture retail Braşov, Sf. Gheorghe
Sep 1999 – Aug 2000	Managing Director Intex SA Broadhurst property Braşov
Jan 1998 – Aug 1999	Commercial Director Media Pro SA Printing Works offset printing Braşov
Sep 1996 – Jun 1999	Lecturer Transilvania University higher education Braşov

EDUCATION AND TRAINING

2013–2017	PhD Marketing Transilvania University of Braşov
2010–2011	Specialisation Supply Chain Management Transilvania University of Braşov Romania & Italy
1990–1995	Master's degree Marketing & Commerce Transilvania University of Braşov

PERSONAL SKILLS

Mother tongue Romanian

Other foreign languages known

	COMPREHENSION		SPEAKING		WRITING
	Listening	Reading	Participation in conversation	Oral speech	
English	C1	C1	C1	C1	C1

Levels: A1/2: Elementary user – B1/2: Independent user – C1/2: Proficient user
The Common European Framework of Reference for Languages

Communication skills	Good communication skills acquired through personal experience as a sales manager, teaching courses and participation in Toastmasters International
Organisational/managerial skills	▪ Property Management 2018 RE/MAX ▪ Strategic Planning 2012 iPlan ▪ Entrepreneurial Skills 2012 CNFPA ▪ Project Manager 2011 CNFPA ▪ Accredited Trainer 2011 CNFPA ▪ Property Management 1999 Broadhurst
Skills acquired in the workplace	▪ Sales management, analysis, planning, implementation of the sales plan ▪ Marketing management, objectives, positioning, promotion ▪ Commercial management, commercial negotiation ▪ Team leadership, training and coaching ▪ Design, structuring and presentation of projects, training programmes and courses
IT skills	▪ Good knowledge of Microsoft Office™ programmes ▪ HTML, CSS, JavaScript ▪ CorelDraw™, photo & video editing ▪ Windows programming
Driving licence	▪ B (1991)

ADDITIONAL INFORMATION

Publications	▪ The New Paradigm of Marketing Promotion. Current Developments and Trends (2017), doctoral thesis. ▪ The Contemporary Romanian Paradigm of Marketing Promotion (2017) in ISSN 2065-2194 Bulletin of The Transilvania University of Brasov Vol. 10 (59) No. 2 – 2017 Series V, page 29: http://webbut.unitbv.ro/Bulletin/Series%20V/2017/BULETIN%20I/04_MANIC.pdf ▪ Marketing Big Data: The Beauty and The Beast (2016) in ISBN 978-606-10-1827-7, page 101, Oradea University Press: http://steconomiceuoradea.ro/wp/wp-content/uploads/2014/01/volum_final-2016.pdf ▪ Marketing Engagement through Visual Content (2015) in ISSN 2065-2194 Bulletin of the Transilvania University of Braşov Vol. 8 (57) No. 2 – 2015 Series V, page 89: http://webbut.unitbv.ro/Bulletin/Series%20V/BULETIN%20I/12_Manic.pdf ▪ The Rise of Native Advertising (2015) in ISSN 2065-2194 Bulletin of the Transilvania University of Braşov Vol. 8 (57) No. 1 – 2015 Series V, page 53: http://webbut.unitbv.ro/Bulletin/Series%20V/BULETIN%20I%20PDF/07_Manic_M.pdf ▪ Keep Your Money! (2012) ISBN 978-973-0-14984-5 Marius Manic
Honours	▪ 1st Place (April 2012) in the local Toastmasters International Speech Contest
Affiliations	▪ Mensa International (2014)
References	▪ https://www.linkedin.com/in/developmentpartner/