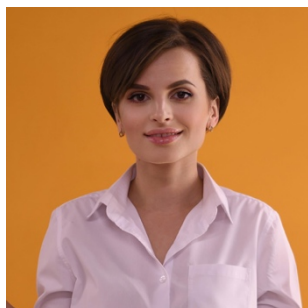




Diana Rața



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Date of birth 16.08.1992

Summary

5 years of management experience with strong competencies in: education, IT, marketing, crisis management, business process optimization. Focused on performance indicators, achieving favorable results. Specialized in technologies, IT education and managerial psychology, well versed in creation of mechanisms to optimize the company's activity.

Results

- 430k euro budget attracted
- 11000 young people involved in IT programs during 5 years
- creation 100% educational content for 20 IT courses with 38 mentors involved
- management of 3 national programs

Professional Experience

June 2018 – present	<p>CEO/ Director „Fox Adviser” (Tekwill Academy Kids)</p> <ul style="list-style-type: none"> • Management of the company with 53% growth for last year; • Digitization of 100% management processes; • Design and development of e-learning platform; • User experience design for 21 websites and landing pages; • 45 on-going IT courses created with more than 6000 students; • Organized 2 National Cybersport Championships (LoL, Dota2) • 3 national IT projects managed • Budget attracted 287k euro
May 2016 – May 2017	<p>Manager Tekwill Academy Kids</p> <ul style="list-style-type: none"> • Concept creation of IT courses for kids and teens • Curriculum creation for 9 educational programs and technical instructions for mentors • Design and implementation of personalized evaluation methodology (grade system) • Marketing strategy for 5 years • Management of 5 corporate partnerships
March 2017 – April 2017	<p>Executive Director „IT Moldova” Foundation</p> <ul style="list-style-type: none"> • 7 partnerships managed with private IT companies • Designed and implemented the development strategy for 5 years • Managed the technical, financial and human resources • Desinged and implemented reward and recognition system • Implementation of BSC (Balanced score card tool) • Designed program for soft skills development
March 2016 – March 2017	<p>Manager Academy+ Moldova, PR Manager IT Moldova Foundation</p> <ul style="list-style-type: none"> - Designed the promo strategy on national and international level - Recruitment and selection of 5 000 participants - Work with international donors - Account management for corporate partnerships (53k euro budget attracted)
October 2014 – March 2016	<p>Marketing Manager VIP Magazin</p> <ul style="list-style-type: none"> • Creation of 18 project concepts



- Contracts negotiation (90k euro total budget)
- Efficiency evaluation

Studies	
March 2015	Burse de Merit 2014 , national award for best students, Master degree
2014 - 2016	State University of Moldova, Master in Psychology of Communication and Human Resources
2010 – 2014	State University „Alec Russo”, Bălți, Bachelor of Science of Education

Conferences	
December 2020	AFAM Business mentoring , for 13 women entrepreneurs, project supported by UN Women. TOPIC: Digitization/ Digital transformation and online business
March 2020	AFAM Training for 16 members. Customer success delivery based on digitization processes
December 2019 – June 2020	Business Coaching with Dumitru Talmazan, MBA Executive
June, 25 th -26 th , 2020	Talmazan School , Social Media Marketing course
November, 7 th – 8 th , 2019	Creative Ad , Neuro-Copywriting course, Advanced Level
May, 17 th , 2018	Training: IT Legal with Djervis Lainus
July, 17 th , 2018	Workshop: What is GDPR and why should we care?
December 7 th , 2017	Workshop: 7 steps to create a dream team , Lorand Szasz
September 27 th , 2017	Workshop: Protecting IT and data assets with Intellectual Property
November 2017	Conference: EU ICT Skills Development, Armenia
18-24 th of October 2012	European Congress (Cluj-Napoca, Romania)
19-28 th July 2012	TWIN Conference, Social Entrepreneurship – not all about profit, Germany

Language skills

Mother tongue	Romanian, Russian			
	UNDERSTANDING		SPEAKING	WRITING
	LISTENING	UNDERSTANDING	COMMUNICATION	
Franceză	B2	B2	B2	B2
Engleză	C1	C1	C1	C1

