

## CURRICULUM VITAE

1. **Family name:** Gorea
2. **First names:** Ana
3. **Date of birth:** 21-02-1985
4. **Nationality:** Moldovan
5. **Education:**

Institution / Dates	Degree(s) or Diploma(s) obtained:
Free International University of Moldova 2002-2006	License of Translator- Interpreter of English and French languages
Free International University of Moldova 2006-2007	Master in Philology of English Language
Free International University of Moldova, 2009-2011	Master in Regional Political Studies
IDRAD - Institute for Sustainable Rural Administrative Development, 2010	Certificate/Diploma in Parliamentary Regulations and Policies
IDRAD - Institute for Sustainable Rural Administrative Development, 2011-2012	State Building Training Course

6. **Language skills:** Indicate competence on a scale of 1 to 5 (5 - excellent; 1- basic)

Language	Reading	Speaking	Writing
Romanian (mother tongue)	5	5	5
English	5	5	5
French	5	5	5
Russian	5	5	5
Italian	4	3	3
Spanish	3	1	1

7. **Membership of professional bodies:** Amnesty International;
8. **Other skills:** Fully computer literate;
9. **Present position:** Sales Director at Switchover AG;
10. **Years within the firm:** 8;
11. **Key qualifications:**

- ✓ Highly qualified in voice market with over 8 years of experience in Sales and Customer management;
- ✓ Solid experience in team management as well as Company strategy preparation and follow up, yearly planning, task flow selection and implementation, defining adequate Sales quotas for team members;
- ✓ Proven experience in task prioritization and deadline fulfillment as well as stress management;
- ✓ Review, manage and lead negotiations for major Partners and opportunities through the sales process, strategy planning;
- ✓ Successfully placed qualified candidatures in teams selected by Partner Consortia and then European Commission Delegations in over 30 EC funded missions in Mauritius, RD Congo, Morocco, Philippines etc.
- ✓ Preparation and development of the negotiation processes, knowledge in democratic and civic values of the society as well as solid knowledge in European studies and public policies.
- ✓ Co-work and development of the diplomatic meetings with the Government officials, the representatives of the diplomatic missions and the representatives of the inter-governmental and non-governmental organisations,
- ✓ Experience in Human Resources Management and monitoring of Company's Staff working schedule and documentation; arrangement of appointments and meetings;

- ✓ Monitoring and administration of the results based statistics for new employees and their training to achieve Company requirements and objectives; training for the projects staff of administration;
- ✓ Good communication skills and work experience in multi-cultural environments.

**10. Professional experience**

Date from - Date to	Location	Company	Position	Description
01-09-2018 till present	Republic of Moldova	Switchover AG	Sales Director	<p>Establishing sales objectives by forecasting and developing new sales approaches; projecting expected sales volume and profit for existing and new Customers. Contributing to team effort to accomplish related company targets as needed. Growing the sales staff by recruiting, selecting, orienting, and training new employees.</p> <p>Building and maintaining strong, long-lasting customer relationships for mutual benefits with any Customer. Effectively communicate company value through proposals and presentations in order to achieve the long term strategy of sales department and close cooperation and day to day analysis with the Financial department of the statistics, results and outcomes.</p> <p>Experience in managing partners as: Rostelecom, Beltelecom, NTEC, Telecom Austria, MTS, WindTre, Telecom Italia, China Telecom, China Mobile, France Telecom (Orange UK), TeliaSonera, TurkTelecom, Azertelecom, Orange Services,</p>
15-11-2012-01-09-2018	Republic of Moldova	Switchover AG	Senior Carrier Manager	<p>As a Senior Carrier Manager is responsible for revenue increase and quality management of all deals built with major Company partners. In charge of monthly monitoring of quality flow of suppliers for top destinations as well as Company target for delivering best service to core partners and in-depth analysis of traffic fluctuation and origination. Using origination and quality traffic data for hunting new opportunities and direct dealing with partners. Providing accurate and timely forecasts to management about quality data. Responsible for achieving a monthly revenue sales quota and renewal sales with the most strategic accounts of the Company, mainly state companies, mobile operators and big international companies, mobile operators and telecoms. Financial control of the deals follow up, customer payments, escalation and profitability increase. Conducting proactive consultative needs for customers quality and volumes in deals for developing client best relationship and growing further business. Working closely with the testing and NOC team for traffic monitoring. Capacities follow up and reporting to high management on all meetings as well as prioritizing of furthers sales plans and new interconnection selection. Building and maintaining the best relationships with the managed accounts, seeking for best Company outcomes and understanding of partners business strategies.</p>
01-09-2012-01-11-2012	Republic of Moldova	BFC (Business and Finance Consulting)	Project Assistant	<p>BFC provides effective consulting services that improve the performance of financial institutions and facilitate the development of emerging markets. We view the development of the financial sector as a tool for achieving economic growth and reducing poverty.</p> <p>BFC combines international consulting talent with first-rate local expertise and a passion to meet and exceed the expectations of our clients. Our hardworking team is dedicated to excellence and to making financial markets work, which has been</p>

				<p>proven by our track record of outstanding performance.</p> <p>BFC's main clients are international financial institutions including:</p> <p>Asian Development Bank (ADB)  European Bank for Reconstruction and Development (EBRD)  European Fund for Southeast Europe (EFSE)  Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)  International Finance Corporation (IFC)  KfW Entwicklungsbank (KfW)  Oesterreichische Entwicklungsbank AG (OeEB)  The World Bank</p>
10-01-2011-30-09-2011	Republic of Moldova	Switchward Services SRL (Swiss Company)	Carrier Relations Manager	<p>Supporting sales activities, so as maintaining and developing sales of wholesales voice products to worldwide smaller accounts and securing and grow existing business and grow market share of Switchward. Supporting management with reports and market developments.</p> <p>Responsible for developing and executing marketing/sales activities and operations. This includes leading, managing, and executing successful programs by partnering with our international operators to increase Switchward market share, sales and brand awareness, while earning customer loyalty. Maintaining and developing commercial relations with prospects and customers.</p>
01-03-2011-31-03-2011	Republic of Moldova	The Government of the Republic of Moldova,  State Chancellery	Consultant Practitioner	<p>Preparation and development of the negotiation processes, knowledge in democratic and civic values of the society as well as solid knowledge in European studies and public policies. co-work and development of the diplomatic meetings with the Government officials, the representatives of the diplomatic missions and the representatives of the inter-governmental and non-governmental organizations, planning and organizing official meetings with international observers and civil society.</p> <p>Elaboration and analysis of the political strategies with the object of territorial reintegration of the Republic of Moldova, writing press releases and monitoring the imperative events as well as the political situation evolution in this direction.</p>
11-02-2008	Republic of Moldova	European Management Solutions (Dutch Company)	Administrative Manager/  Recruiter	<p>Responsible for all administrative tasks of the Company, including: rental contracts and payments, Managing the current invoices of the company as well as contracts with international partners and donors, superficial book-keeping. Monitoring the Data entry support staff and managing related tasks for the continuous update of company's database of international experts.</p> <p>Work mainly with French assignments: identification of international experts, negotiations of fees/salaries and monitoring of the submission evolution of the project until the submission to European Commission Delegations in the specific countries: Ivory Coast, Morocco, Congo DR etc.</p>
11-02-2008	Republic of	European	Recruiter	Responsible for the recruiting of experts for various framework contracts financed

	Moldova	Management Solutions  (Dutch Company)		by the European Commission in various countries. Identification of the highly qualified candidatures as per the qualifications requested as in accordance with the mission's objectives and purposes. Exchanging emails, phone calls, fee negotiation with the experts. Preparation of the requested documents and submission of candidatures. Mainly dealing with the areas where French is official language. Most of the projects worked upon are to take place in Africa. Experienced also in recruiting candidatures for projects where English is a must.
01-09-07- 11-02-09	Republic of Moldova	Free International University of Moldova Faculty of English Languages, Chair of English Language and literature	Lecturer of English	Lecturer of English in oral translation and Semiotics at the Faculty of English Languages, Chair of English Language and literature. Preparing video material for the graduating students in various domains, mainly 4 major directions- legal/juridical, medical, economics, mass media. Recording BBC / CNN news, preparation of needed materials. Supervising the students in achieving better interpretation skills and higher speed in simultaneous and consecutive translations. Identification of best variants for translation where Source Language is English and Target Language is Romanian as well as where Source Language is Romanian and Target Language is English. Supervising the students in the semiotics subject supposing in depth analysis of literary texts as well as vocabulary work and exercises.
01-09-06 31-12-07	Republic of Moldova	Free International University of Moldova Chair of Applied languages in Psychology, Design, Informatics, and Medicine.	Lecturer of English and French Languages	Lecturer of English at the Chair of Applied languages in Psychology, Design, Informatics, Medicine. Teaching English at the Psychology, Medicine, and Informatics Departments as in accordance with the Curriculum requirements. Preparation of necessary materials and specific terminology and training students in better understanding and learning of required terms as well as improving acknowledgement of the information in a foreign language (English).
01-01-08 30-06-08	Republic of Moldova	Free International University of Moldova Chair of Applied languages in Psychology, Design, Informatics, Medicine. Chair of English Language and literature Chair of French Language and		Lecturer of English at the Chair of Applied languages in Psychology, Design, Informatics, Medicine. Teaching English at the Psychology, Medicine, and Informatics Departments as in accordance with the Curriculum requirements. Lecturer of English at the Chair of English Language and literature. Supervising graduating students in literary translation where English is a Source Language and Romanian a Target Language. Mainly dealing with original novels by English and American writers. Trying to find best Romanian equivalent translation as well as rendering the text properties and message by keeping author's unique mode of expression. Lecturer of French at the Chair of French Language and literature. Teaching French Grammar and introducing students in the specific grammar techniques.

		literature		
09-2006	Republic of Moldova	Ministry of External Affairs and European Integration	Practitioner	Practitioner translator at the Ministry of External Affairs and European Integration, the International Treaties Department. Translating various documents as well as plans of laws and internal use information for the Ministry and Department. Translated the major part of the International Ban Treaty of Nuclear Experiments to which Moldova is a part.

**11. Other relevant information Conferences, seminars, publications:**

- International Conference organised by the Free International University of Moldova,
  - Publication : “Difficulties of inter language and intra language translations”
- 2005 – Awarded the 3<sup>rd</sup> place at the Students’ Competition of Translators ( , translation from English into Romanian and from Romanian into English
- 2006 - Awarded the 3<sup>rd</sup> place at the Students’ Competition of Translators , translation from English into Romanian and from Romanian into English

Letter of Recommendation – State Practice at the Government of the Republic of Moldova, State Chancellery, Bureau of Reintegration/Trans-Dniester Conflict

Letter of Recommendation – State Practice at the Ministry of External Affairs and European Integration, International Treaties Department

Merit Diploma for exclusive results – Free International University of Moldova, Foreign Languages Department, Specialization Translator/Interpreter of English and French languages

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