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## Ciprian Birsan

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Gender: [redacted] Email address: [redacted] Skype: [redacted]  
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Address: [redacted] (Romania)

### WORK EXPERIENCE

#### CEO

*SC CMPGB SA* [ 10/10/2021 – 23/05/2022 ]

City: Bucharest

Country: Romania

#### Business analyst

*Infine France SAS* [ 07/01/2021 – 10/10/2021 ]

City: Paris

Country: France

Vestrata is a company at the beginning of the road and produces software solutions for banks in the small and medium sector. These solutions are on the side of banking and financial markets  
The project I am working on is part of the development of the Vestrata platform on the area of alerts and notifications, widgets for financial markets, system mapping, onboarding guide, etc.

#### Consulting and Analysis Department

*Intercapital Invest* [ 01/09/2020 – 05/01/2021 ]

City: Bucharest

Country: Romania

Capital markets and treasury is my area of activity. Documents for private bond improving processes, products, services and software through data analysis; Creating a detailed business analysis, outlining problem, opportunities and solutions for a business; Develop and maintain appropriate documentation on all phases of software development; Analysis report for private companies; Macroeconomic analysis report Memorandum for bond IPO; Documents for private bonds placements.

#### Manager SSIF Bursa Romana de Marfuri SA

*Bursa Romana de Marfuri SA* [ 05/05/2018 – 15/09/2020 ]

Address: Buzesti Street, 50-52, 7 Floor, Bucharest, Romania, Bucharest (Romania) - [www.brm.ro](http://www.brm.ro)

City: Bucharest

Country: Romania

#### Responsibilities:

- Risk Management;
- Establish annually, together with the department directors, the general development objectives;
- I monitor quarterly / semi-annually / annually the achievement of the objectives;

- Participate in the annual elaboration of the budget of incomes and expenses, analyze the proposals submitted, make the necessary corrections and approve the final budget;
- I monitor the market and identify the development trends;
- Analyzes the opportunities / constraints of legislative, financial, technological and social nature of the business environment of the company;
- Identifies ways of developing the services offered by the company in accordance with market trends;
- Provides a good image of the company on the market;
- Participates in business meetings with suppliers, customers, financial institutions and government institutions in the country and abroad;
- Negotiates the collective labor agreement and the individual employment contracts, supervises the elaboration and implementation of the internal Regulations of the company;
- Control and supervision of the activity of the production, sales and marketing departments, economic, technical, human resources;
- Ensure a climate of communication and encouragement of the initiative that contributes to achieving the objectives set;
- Establish measures to streamline the activity of subordinate personnel;

### **Institutional Stockbroker**

**BT Capital Partners** [ 18/08/2017 – 30/04/2018 ]

**Address:** 1A Ion Ionescu de la Brad, 013811 Bucharest (Romania) - [www.btcapitalpartners.ro](http://www.btcapitalpartners.ro)

Morning brief for institutional clients;  
Trading for institutional accounts.

### **Senior Broker**

**Tradeville SA** [ 01/02/2016 – 17/08/2017 ]

**Address:** Boulevard Carol I, number 34-36, International Business Center Modern building, 10th floor, sector , 020 922 Bucharest (Romania) - [www.tradeville.eu](http://www.tradeville.eu)

#### **Responsibilities:**

- Trading activity on Bucharest Stock Exchange; spot and futures (BSE);
- Trading activity on european market and US Market - spot market;
- Trading activity on CFD market;
- Presentations held in forums organized by Bucharest Stock Exchange;
- Presentation of educational seminars and webinars;
- Participating as intermediary at IPO from Medlife and Digi;
- Experience of working with fundamental and technical analysis tools such as Elliott Wave, Pitchfork, Black-Scholes, Grecs, Cox Ross Rubinstein, MACD, RSI, Stochastic, Bollinger Bands, Parabolic SAR, RSI, Ichimoku Kinko Hyo, etc;
- Maintaining the existing relationships with the individual and financial investors using CRM database;
- Collaborate with analysis department in developing the company's research reports;

### **Senior Trader**

**SSIF Bluerock SA (ex Transilvania Capital SA)** [ 11/09/2011 – 11/06/2016 ]

**Address:** 28 Doctor Iacob Felix Street, 011038 Bucharest (Romania) - [www.bluerock.ro](http://www.bluerock.ro)

**City:** Bucharest

**Country:** Romania

#### **Responsibilities:**

- Trading activity on Bucharest Stock Exchange; spot and futures (BSE);
- Trading activity on Wiener Borse; spot and derivatives;
- Trading activity on SIBEX Sibiu; spot and futures (Sibex);
- Trading activity in Bloomberg trading platform EMSX;
- First IPO for CAN-ATS market (Provorbas SA);
- Experience of working with fundamental and technical analysis tools such as Elliott Wave, Pitchfork, Black-Scholes, Grecs, Cox Ross Rubinstein, MACD, RSI, Stochastic, Bollinger Bands, Parabolic SAR, RSI, etc.

- Adapt, test, maintenance and debug for backoffice and online trading software IBS Financial;
- Provide basic financial counseling for clients taking advantage of the Euro Invest Bank and Transilvania Capital collaboration;
- Coordinated the back-office activities;
- Find clients and build a customer base;
- Devise client's financial portfolio;
- Information about advantages and disadvantages of an investment based on each customer's objectives;
- Supply the latest price quotes on any security on a daily basis for all company's clients;
- Provide information on the activities and financial positions of the listed corporations;
- Maintaining the existing relationships with the individual and financial investors;
- Maintain the relations with the BSE market employees regarding brokerage activities by providing requested reports and information;
- Collaborate with company's analysts in developing the company's research reports;
- Create, present and participate in public offers intermediated by the company.

### **Senior Trader**

**Bank Leumi Romania** [ 01/07/2007 - 11/09/2011 ]

Address: 45 Aviatorilor Avenue, 011853 Bucharest (Romania) - [www.leumi.ro](http://www.leumi.ro)

#### Responsibilities

- Trading activity on Bucharest Stock Exchange; spot and futures (BSE);
- Experience of working with fundamental and technical analysis tools such as Elliott Wave, Pitchfork, MACD, RSI, Stochastic, Bollinger Bands, Parabolic SAR, etc.
- Provide advice on investments placed on the Romanian capital market;
- Devise client's financial portfolio;
- Furnish information about advantages and disadvantages of an investment based on each customer's objectives;
- Supply the latest price quotes on any security on a daily basis for all company's clients;
- Provide information on the activities and financial positions of the listed corporations;
- Find clients and build a customer base;
- Maintaining the existing relationships with the individual and portfolio investors;
- Maintain the relations with the BSE market employees regarding brokerage activities by providing requested reports and information;
- Collaborate with company's analysts in developing the company's research reports;
- Coordinated the back-office activities;
- Participated in various public offers intermediated by the company.

### **Trade broker**

**SSIF Global Valori Mobiliare SA** [ 16/06/2004 - 01/07/2007 ]

Address: 2 Cercului Street, District 1, Bucharest (Romania)

#### Responsibilities:

- - Trading activity on Bucharest Stock Exchange (BSE)
- - Devise client's financial portfolio;
- - Supply the latest price quotes on any security on a daily basis for all company's clients;
- - Provide information on the activities and financial positions of the listed corporations;
- - Find clients and build a customer base;
- - Maintaining the existing relationships with the individual and portfolio investors;
- - Maintain the relations with the BSE market employees regarding brokerage activities by providing requested reports and information;
- - Collaborate with company's analysts in developing the company's research reports;
- - Coordinated the back-office activities;

## EDUCATION AND TRAINING

### **Hight school graduate**

*Technical Collage Radauti, Suceava* [ 15/09/1993 - 30/06/1997 ]

Address: Radauti (Romania)

### **Mechatronics Engineer**

*Polytechnic University "Stefan cel Mare" of Suceava* [ 01/10/1998 - 01/06/2003 ]

Address: Suceava (Romania)

### **Broker for Bucharest Stock Exchange**

*Milenium School* [ 10/11/2005 ]

Address: Bucharest (Romania)

### **Trader for Bucharest Stock Exchange**

*Bucharest Stock Exchange* [ 23/11/2005 ]

Address: Bucharest (Romania)

### **Certification for Central Depository**

*Central Depository* [ 04/2010 ]

Address: Bucharest (Romania)

### **Trader for SIBEX (derivatives trading market)**

*SIBEX SA Romania* [ 17/02/2007 ]

Address: Sibiu (Romania)

### **Trader for Wiener Stock Exchange**

*Wiener Stock Exchange* [ 09/2013 ]

Address: Wiener (Austria)

### **Investment Consultant**

*Asiciatia Brokerior* [ 04/12/2017 ]

Address: Bucharest (Romania)

### **Graduate of FABBV ASE Bucharest**

*Academia de Studii Economice Bucuresti* [ 01/10/2018 - 31/07/2021 ]

Address: Str.Mihail Moxa nr 5-7, Sector 1,, 010961 Bucharest (Romania)

<https://fabbv.ase.ro/>

Finance, Insurance, Banks and Capital Market

### **Master Degree**

*DOFIN - Doctoral School of Finance and Banking* [ 01/08/2021 - Current ]

Address: 6 Piata Romana, sector 1, R70167, 010371 Bucuresti (Romania)

<http://www.dofin.ase.ro/contactus.php>

## **LANGUAGE SKILLS**

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Mother tongue(s): Romanian

Other language(s):

### **English**

LISTENING C2 READING C2 WRITING B2

SPOKEN PRODUCTION C1 SPOKEN INTERACTION C1

### **French**

LISTENING B2 READING B2 WRITING B1

SPOKEN PRODUCTION B1 SPOKEN INTERACTION B1

### **German**

LISTENING B1 READING A2 WRITING A2

SPOKEN PRODUCTION A1 SPOKEN INTERACTION A1

## **DRIVING LICENCE**

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Driving Licence: B

## **ORGANISATIONAL SKILLS**

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### **Organisational skills**

- In Leumi Bank, for 6 months I was interim department manager.
- In 2013 I was team lider for climb expedition in mount Olympus - Mytikas Summit.
- In 2014 I was team lider for climb expedition in mount Caucasus - Elbrus Summit.

## **COMMUNICATION AND INTERPERSONAL SKILLS**

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### **Communication and interpersonal skills**

Permanent guest and collaborator for these tv channels: The Money Channel, TVR Info, Romania TV, Giga TV, Realitatea TV, Antena 1 and Digi 24 from May 2008 - Present.

## **JOB-RELATED SKILLS**

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### **Job-related skills**

- Strong Work Ethic
- Positive Attitude
- Good Communication Skills
- Time Management Abilities
- Problem Solving Skills
- Acting as a Team Player
- Self Confidence
- Ability to Accept and Learn from Criticism
- Flexibility / Adaptability
- Working Well Under Pressure