

Adrian Savciuc

Digital Transformation | Business Transformation | Business Analysis | Business Process Optimisation | Digital Strategy | Strategic alignment of digital and non-digital

Digital Transformation specialist with 21+ years of experience, including 11 focused on IT projects and business optimisation. Skilled in Enterprise Architecture, Agile methodologies, Project Management, and Business Analysis. Proven leader adept at managing cross-functional teams, streamlining processes, reducing costs, and enhancing efficiency through disruptive technologies (AI, RPA, Web/Mobile platforms).

Work History

November 2024 - Present

Digital Transformation & Project Manager; Operations Manager.

Meaningfy SARL, Remote, Luxemburg, (IT Industry and Consultancy)

May 2023 – September 2024

Head of Digital Transformation Service

EBS Integrator, Chisinau, Moldova (IT Industry and Consultancy)

- Evaluated IT and non-IT initiatives to streamline business processes.
- Developed and implemented digital transformation strategies.
- Collaborated interdepartmentally for the integration of digital solutions.
- Adopted new technologies to improve processes.

April 2022– September 2024

Business Analyst

EBS Integrator, Chisinau, Moldova (IT Industry and Consultancy)

- Analyzed business requirements and optimized processes.
- Developed BPMN and Mind Map diagrams to represent business processes.
- Created documentation for software solutions, web platforms, and mobile applications.
- Contributed to the digital transformation of partner businesses.

June 2021 - April 2022

Strategic Business Development Officer / IT Business Analyst

Qoobus, Chisinau, Moldova (IT startup, Transport, and Logistics Industry)

- Established strategic partnerships with leading freight transport companies and shippers in Romania and Moldova.
- Conducted detailed research and analysis of the freight industry to support platform enhancements.
- Created and implemented funnels to streamline partnership establishment processes.

Contacte

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Languages

- English: Professional
- Romanian: Native
- Russian: Fluent

Key Competencies & Skills

- Digital Transformation
- Data-Centric approach
- Business Process Optimization (Business Process Mapping (BPMN), Mind Map)
- Agile Methodologies (Scrum, Kanban, PMI-ACP)
- Shape up Methodologies
- Project Management (PMP, CAPM)
- Enterprise Architecture (TOGAF)
- Business Analysis (CCBA)
- Strategic Planning (DX RoadMap)
- Strategic Thinking
- Stakeholder Management
- Team Leadership
- IT Consulting
- Change Management
- Lean Management
- Business Intelligence (BI)
- Artificial Intelligence (AI)

- Developed solutions leveraging Artificial Intelligence (AI), Business Intelligence (BI), and Agile methodologies to optimise business operations and improve efficiency.
- Prepared periodic analytical reports for strategic decision-making

March 2018 - May 2021

IT Project Manager / Development Manager / Business Analyst

Group of Companies: Ferma cu Origini S.R.L., Queen's Residence Park S.R.L., Mi Piace

- Planning and implementation of the specialized IT system for retail sales in the Ferma cu Origini network (9 stores).
 - Elaboration of specifications for the development of the online store for the sale and delivery of B2C and B2B food products.
 - Responsible for the restructuring of the sales department of the dairy factory.
- Member of the dairy factory reconstruction teams, the milk processing capacity of the factory was increased from 4 t/24h to 60t/24h.

Development Manager / Project Manager / COO

Group of Companies: Ferma cu Origini S.R.L., Queen's Residence Park S.R.L., Mi Piace

- Direct supervision of the administrative department and implementation of a task management tool.
- Direct involvement in the implementation of several major projects, including the development of a modern livestock complex.
- Import of specialized equipment and products of animal origin through the Trade Control and Expert Systems system.
- Preparation of documents for obtaining subsidies from the government.

February 2016 - March 2018

CFO and COO

JUSTAR SRL, Chisinau, Moldova (Service Industry)

- Management of the company's administrative activities and the introduction of a task management system.
- Monitoring the financial flows (P&L, Cash Flow) of the company and drawing up action plans for each category of creditors.
- Development and implementation of the KPI system and preparation of sales reports

April 2015 - February 2016

Business Developer / Business Analyst / IT Project Manager

Wippo IT, Chisinau, Moldova (IT Industry)

- Implement CRMs in several industries and participate in the optimization of business processes.
- Coordinate negotiations for the implementation of an ERP system for an insurance company.

- Robotic Process Automation (RPA)
- Cloud Computing
- Software Project Management
- Agile Leadership
- eKYC & RegTech compliance, AML screening, PEP/ Sanctions checks

Certifications and Continuing Education

- AI for Business, University of Pennsylvania, online, October 2024
- Certified Associate in Project Management (CAPM), Simplilearn, May 2024
- PMI Agile Certified Practitioner (PMI-ACP), Simplilearn, March 2024
- Agile Scrum Master, Simplilearn, August 2024
- Lean Management, Simplilearn, February 2024
- TOGAF® Enterprise Architecture (Foundation and Practitioner), Simplilearn, January 2024
- Certification of Capability in Business Analysis (CCBA®), Simplilearn, December 2023
- Digital Disruption and Transformation Strategy, Simplilearn, December 2023
- Digital Leadership in Business, Simplilearn, December 2023
- Digital Transformation Specialist Certifications, Simplilearn, December 2023

November 2013 - March 2015

Economic Director

Institute of Labour SRL, Chisinau, Moldova (Hotel and Catering Services Industry)

- Determining the costs and profitability of the services offered and implementing IT tools to optimize the company's processes.

July 2013 - October 2013

Marketing Specialist

PRODAS SRL, Chisinau, Moldova (Food Industry)

- Competitive analysis and marketing activities. The company went bankrupt, the reason for leaving.

March 2009- May 2013

Marketing Manager / Business Development Officer / Project Manager

Zorile SA, Bucharest, Romania (Light industry and distribution: Footwear)

- Promotion of the company's products and direct interaction with potential partners B2B.
- Market research and analysis of consumer preferences.
- Signing cooperation agreements, sale/purchase and primary accounting management.

Network Marketing Specialist / Project Manager

Zorile SA, Chisinau, Moldova (Footwear Industry)

- Market research and competitive environment analysis.
- Creation and development of a commercial network of ten stores.
- Negotiation of sale/purchase and lease contracts for commercial premises.

October 2006 - October 2008

Economist SA "CASCO"

(ASCOM branch), Kazakhstan (Oil and Gas Industry)

- Data analysis and making monthly reports.

June 2005 - October 2006

Marketing Specialist

SOLDI GROUP SRL, Chisinau, Moldova (Wholesale Trade Industry)

- Competitive analysis and marketing activities.

October 2002 - October 2006

Co-Founder DT AEM / Project Manager

Youth Department of the Moldavian Economists Association (YD AEM), Chisinau, Moldova (Nonprofit Organization)

- Participation in the creation and development of the Youth Department of the Association of Economists from Moldova.
- Participation in various events, activities and projects (about 23 projects).

Professional Courses Authored & Delivered

1. For Technovator.world : Digital Academy, (Aug. - Sept. 2024)
2. For The Chamber of Commerce and Industry of the Republic of Moldova (CCI MD):
 - Digital Transformation & AI, (Oct. 2024)
 - Analysis for Innovation and Strategic Digital Business Development, (Dec. 2024)
 - Introduction to Artificial Intelligence for Business, (Jan. 2025)
 - Artificial Intelligence, ChatGPT, and Prompt Engineering, (Feb. 2025)

Education

- Master of Business Administration (MBA), Academy of Economic Studies from Moldova, Chisinau (ASEM), September 2005 -October 2006
- Bachelor's degree in Marketing, Academy of Economic Studies from Moldova (ASEM), Chisinau, September 2001 - June 2005