

## Curriculum Vitae (CV)

<b>Position Title and No.</b>	Accounting, Financial and Disbursement Expert
<b>Name of Expert:</b>	Vladislav Railean
<b>Date of Birth:</b>	29/01/1974
<b>Country of Citizenship/Residence</b>	Republic of Moldova

## Education:

College/ University/ Specialized educational institutions	education, names of	Dates attended	Degree/diplomas obtained
<b>Academy of Public Administration</b>		November 2019	Certificate of successful passing
Training course “ <b>Public acquisitions and procedures of e-tenders</b> ”			
“ <b>Electronic tax services</b> ” in the Republic of Moldova, a training course organized by <b>Fiscal Inspectorate</b>		July 2019	Certificate of successful attendance
“ <b>IFRS reporting standards</b> ” a training course organized by <b>ACAP</b> (Association of Professional Accountants and Auditors of Moldova)		June 2019	Certificate
“ <b>The Group of Systems Management certificates</b> ”, Romania, Bucharest; a training in <b>Management Quality Auditing</b> , for such standards: <i>ISO 9001: 2015, ISO 22000, ISO 14000; ISO 27001</i>		May 2019	Certificate of Auditor
<b>CIMA</b> (Certified Institute of Management Accountants), London, UK		June-December 2018	Business accounting Certificate
<b>Federal Ministry of Economy and Technology, GIZ</b> , Berlin, Germany, an intensive training: “ <b>Top Managers Exchange Program</b> ”. It was about: <i>procurements; project management; marketing and sales; financial management; quality management; communication and negotiation; doing business with Germany</i>		February-March 2013	GIZ Certificate
Training course in <b>Asset Finance and financial leasing</b> , carried out by “ <b>Carl Bro International</b> ” and co-financed by EBRD Bank		June 2007	Certificate of ‘Finance Leasing Professional’
<b>York University, Schulich School of Business</b> (Toronto, Canada) (one semester exchange program)		September-December 2003	<b>MBA Diploma with merit,</b>
<b>Central European University, Graduate School of Business</b> (Budapest, Hungary). <i>Main subjects: financial management, corporate finance, IFRS accounting, macro-economics, marketing.</i> By the board of regents of University of the State of New York, for and behalf of New York state education department		Sept. 2002 – August 2003	majors in finance and marketing
<b>Academy of Economic Studies</b> (ASEM, Chisinau, Moldova)		September 1990 – June 1999	Diploma with license, major: management and economics

**Employment record relevant to the assignment:** {Starting with present position, list in reverse order. Please provide dates, name of employing organisation, titles of positions held, types of activities performed and location of the assignment, and contact information of previous clients and employing organisation(s) who can be contacted for references. Past employment that is not relevant to the assignment does not need to be included.}

Period	Employing organisation and your title/position. Contact information for references	Country	Summary of activities performed relevant to the Assignment
Jan 2010 - till present	<p><b>“East-Europe Consulting Associates”,</b> <i>(a Moldo-Italian consulting company)</i></p> <p><b>Head of finance and senior consultant</b></p>	Republic of Moldova	<ul style="list-style-type: none"> <li>-Executing and submitting monthly reports to the fiscal inspectorate, such as: VAT reports, salary taxes and annual financial statements</li> <li>-Keeping daily records about accounting and financial activities (such as: international payments, invoices, cash flows, taxes etc)</li> <li>-Writing business plans for different industries, including financial forecasting</li> <li>-Consulting services in the area of <i>transparent acquisitions</i> for different local beneficiaries, which are required by the World Bank Project “PAC 2”</li> <li>-Preparing clients to get on time “bank guarantees” provided by tenderers, contractors and suppliers</li> <li>-Developing business and finance management strategies for companies which activities related to trade, governance and economic performance</li> <li>-Elaborating sample reports for measuring key performance indicators</li> <li>-Developing start-ups and registered new joint ventures, also opening new bank accounts on their behalf</li> <li>-Wrote the policy of export for the Association of Grapes Growers and Exporters (APESM), co-funded by IFAD, Moldova</li> <li>-Implemented two projects about carbon emissions (CO<sub>2</sub>), funded by Japanese Government in partnership with Carbon Office (NGO), under Ministry of Environment of Moldova, measured and monitored the technical ratios of CO<sub>2</sub></li> <li>-Trained many local companies in terms of Management Quality, such as: ISO 9001: 2015, ISO 22000, ISO 14000, ISO 27001</li> </ul>
Oct 2019 – till present	<b>“CRICOVA” S.A.</b>	Republic of Moldova	-Once a year the audit committee is doing the internal audit of the financial statements,

	<p><i>(state owned, the biggest winery in the world)</i>  <b>Head of the audit Comitee</b> <i>(part-time, and non-paid job)</i></p>		<p>including income statement and cash flow statement  -Analysis of all financial indicators and reporting them to the state owner APP  -Monitored the accounting transactions according to the 5-years business plan and the Anti-Money Laundering procedures</p>
<p>October 2019- January 2020</p>	<p><b>“Public Property Agency”</b> (APP), <i>under the Government of Republic of Moldova</i></p> <p><b>Head of directorate “Planning, analysis and evaluation”</b></p> <p><i>For references:</i></p> <p><i>Mr. Anatolie Coguteac, Senior Adviser in the Economic Security and Risk administration, at the APP,</i>  <a href="http://www.app.gov.md">www.app.gov.md</a>;  <a href="mailto:anatolie.coguteac@app.gov.md">anatolie.coguteac@app.gov.md</a></p> <p><i>Mrs. Dorina Harcenco, EBRD, Trade Procurement Policy Adviser;</i>  email: <a href="mailto:dorina@ppi-ebrd-uncitral.com">dorina@ppi-ebrd-uncitral.com</a>;  <a href="mailto:dorinaharcenco@yahoo.com">dorinaharcenco@yahoo.com</a>; tel:  +373 606 33 350;  + 447937970010</p>	<p>Republic of Moldova</p>	<p>-Collected and analysed all the key ratios from financial statements of all State owned entities (from more than 300)  -Analysed the financial data and calculated different key performance indicators, including: liquidity, leverage, ROI, dividends and reported these to the local Government and to the public  -Mentored more that 10 top managers from the state owned entities how to write professional annual business plans and consulted them how to write strategies and visions  -Organized 2 workshops: one sponsored by EBRD representative and the second, funded by the World Bank.  <i>The objectives were to train the local stakeholders with a bunch of practical skills, regarding public e-procurements and transparency.</i>  <i>Thus, the main tasks were to present in a short period of time (in just 2 days) all the correct procedures about transparent acquisitions, e-tenders to the major state owned companies, like: Termoelectrica S.A., Red-Nord S.A., I.S. Radiocomunicatii, I.S. Posta Moldovei, Roads join stock ventures, I.S. Moldtelecom, Cet-Nord, Caile Ferate Moldova and others.</i>  -Monitored new investments and the process of transferring dividends related to the state share of public limited-liability companies and part of the net ownership of state-owned enterprises  -Controlled the integrity and efficient use of state assets, including the coordination of the disposal, pledge and disposal of assets  -Analysed economic and financial indices of the state-owned enterprises with the determination of the basic indicators which must follow the approved annual business plans</p>
<p>October 2019 –</p>	<p><b>“Termoelectrica” S.A.</b> <i>(a state owned</i></p>	<p>Republic of Moldova</p>	<p>-Organised and briefed regular monthly meetings of the board of directors</p>

February 2020	<p><i>joint stock company, which provides and distributes heating in the capital of Moldova)</i></p> <p><b>Head of the Board of Directors</b></p>		<ul style="list-style-type: none"> <li>-Approved annual budgets and grants</li> <li>-Analysed and approved different investment decisions</li> <li>-Approved acquisitions according to the business plan and annual budget</li> <li>-Approved / restructured other important transactions such as historical debts to the Moldovagaz S.A.</li> <li>-Approved the allocation of the grant received from the World Bank</li> </ul>
October 2019 – February 2020	<p><b>“RED Nord” S.A.</b> <i>(a state owned joint stock company, which provides and distributes electrical energy in the North of Moldova)</i></p> <p><b>Member of the Board of Directors</b></p>	Republic of Moldova	<ul style="list-style-type: none"> <li>-Participated in the selection process of the new general manager (based on a competitive competition)</li> <li>-Approved annual budgets and acquisitions</li> <li>-approved new acquisitions and fund allocation according to the budget</li> <li>-Analysed and restructured the debt</li> <li>-Elaborated an efficient strategy and restructured a long-term loan</li> </ul>
October 2019 – June 2020	<p><b>“Metalferos” S.A.</b> <b>Cenzor</b> <i>(state owned, metall collection and export-)</i></p>	Republic of Moldova	<ul style="list-style-type: none"> <li>-Monitored the accounting and financial activity, according to the Law 1134-VIII, from 02.04.1997, art. 71 and art.72</li> <li>-Analysed and kept track of the financial statement, internal regulations, procedures</li> <li>- Reported no claims or complains from the shareholders or other third parties</li> </ul>
Jan 2010 – Dec 2010	<p><b>Media Program in Moldova (MPM), implemented by the International Research and Exchanges Board (IREX) in partnership with USAID</b></p> <p><b>Business Development, Monitoring and Evaluation Manager</b></p>	Republic of Moldova	<ul style="list-style-type: none"> <li>-Elaborated the business strategy for Media business</li> <li>-Wrote new business plans and marketing plans for existing regional TV channels</li> <li>-Provided consulting services to stakeholders in terms of marketing, research and new media products</li> <li>-Mentored and trained staff from regional televisions</li> <li>-Monitored and analysed operations and assessed the risks related to media business in Moldova</li> <li>-Reported financial statement of the local stakeholders according to IFRS standards</li> </ul>
Jan 2009 – Dec 2009	<p><b>“Easy – Leasing” LTD</b> <i>(a joint venture company with Moldo-Italian capital)</i></p> <p><b>Finance Director</b></p> <p><i>For references: Mr. Vincenzo Pulzella (former CEO), doctor</i></p>	Republic of Moldova	<ul style="list-style-type: none"> <li>-Started a new financial-lending company from scratch (<i>registration, team formation, HR, PR</i>)</li> <li>-Created an efficient accounting department and hired new staff</li> <li>-Developed a long-term financial management strategy and implemented it</li> <li>-Composed balanced monthly budgets and forecasted future trends for this industry</li> <li>-Came up with new financial products and dealt with corporate clients</li> </ul>

	<i>comercialista, Cosenza, Calabria, Italy; email: <a href="mailto:vmpulzella@studiopulzella.it">vmpulzella@studiopulzella.it</a> tel: +37368869454</i>		-Wrote different internal policies and procedures, according to quality management standards ISO 9001:2008 -Elaborated and submitted monthly reports to the fiscal inspectorate
Jan 2008- Jan 2009	<b>Exclusive Analysis</b>  <b>Risk assessment &amp; forecasting adviser</b>	London, UK	-Designed a spreadsheet model about critical key factors for risk mitigation techniques. Produced risk analysis reports and investment proposals relating to the emerging market countries. -Efficiently performed researches regarding risk vectors related to Eastern Europe Markets and strengthened high profile relationships with investors and financial intermediaries' institutions from the markets. -Proposed solutions to decrease financial risks and examined EE countries' macro-economic risks
Oct 2006 – Dec 2008	<b>The Pragma Corporation,</b> <i>on behalf of US Agency for International Development (USAID)</i>  <b>“Access to Credit Initiatives” Project</b>  <b>Senior Finance Leasing Adviser</b>	Republic of Moldova	-Analysed the asset Mortgage and Leasing sectors and built data bases of lending benchmarks and conducted continuous analysis of mortgage and leasing portfolios -Launched “Certified Leasing Program” a customised training program for Credit departments of commercial banks and leasing companies and trained more than fifty credit and risk specialists -Organised seminars for the executives and key customers within leasing industry -Identified, analysed, and interpreted needs and opportunities for both banking and non-banking sectors such as credit bureau for leasing, currency control and stability, creation of provisions -Provided advisory services in regards to the new up-dated fiscal and accounting regulations to the largest banks Proposed and developed a new form of securing loans, which was accepted and implemented by some leading banks and leasing companies
Sep 2005 – Sep 2006	<b>JSC “IMC Leasing”,</b> owned by <b>NCH Capital Inc</b> <i>(New Century Holdings, an American Investment Funds with headquarter in New York)</i>  <b>Finance Director</b>	Republic of Moldova	-As a member of the Executive Committee managed a team of ten finance specialists, including credit/risk officers, cash and treasury managers and leasing operations managers -Developed and implemented a new business strategy, which catapulted the company's monthly sales with 150% after six months and at the end of year almost doubled the total revenue

			-Monitored and conducted the company's funds, transactions exceeding 17 mln. Euro -Developed annual budgets, income statements and balance sheets while maintaining an optimal daily cash flow Kept steady provisions and a diversified portfolio structure in terms of risks and profit -Wrote monthly financial management reports using IFRS standards
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**7 Language skills:** (Mark 1 to 5 for competence, 5 being the highest)

<i>Language</i>	<i>Reading</i>	<i>Speaking</i>	<i>Writing</i>
Romanian	5	5	5
Russian	5	5	5
English	5	5	5
French	5	3	3

**8. Membership of professional bodies.**

Member of <b>ACAP</b> (Association of Professional Accountants and Auditors of Moldova)	Since 2007 - till now	Permanent Membership
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**9. Other relevant skills (e.g. computer literacy, etc.):**

- good experience in IFRS reporting and due diligence audit
- advanced computer user (MS Office, excel, word, power point)
- good knowledge of IC accounting program (used in the Eastern Europe countries)
- driver's license B category
- team player, including in the sport activities
- UK residence and EU citizenship (which allows to work in different countries)
- **Participated in the WORLD TRADE ORGANISATION event:**

**“WTO regional Workshop on Government Procurement for Central and Eastern Europe, central Asian and the Caucasus countries”.**

Organised by the Joint Vienna Institute (Vienna, Austria), on 10-12 of December 2019, in Vienna, Austria

**10. Publications.**

**Certification:**

I, the undersigned, certify that to the best of my knowledge, these data correctly describe me, my qualifications and my experience. I am available to undertake the assignment in case of an award. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal and/or sanctions by the Bank.

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Vladislav Railean  
Head of Finance