




## Cristian Besarab

**Date of birth:** 26/04/1997

**Nationality:** Romanian, Moldovan

**Gender:** Male

### CONTACT

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### EDUCATION AND TRAINING

**30/09/2021 – 01/02/2024** Iași, Romania

**Master in European Studies** Centre for European Studies

**Address** Corp I - Universitatea Alexandru Ioan Cuza, Bulevardul Carol I 19, 700517, Iași, Romania | **Website** <https://cse.uaic.ro/>

**31/08/2016 – 08/02/2021** Prague, Czechia

**Graduated Bachelor in Economic and Economic Administration** Vysoká Škola Ekonomická v Praze (VŠE)

- Microeconomics, Macroeconomics, Law, Statistics, Accounting;
- learning the economic history;
- critical analysis, creative thinking, future developments;

**31/08/2013 – 30/05/2016** Chisinau, Moldova

**Graduation of school** Theoretical Lyceum "Orizont" Buiucani

- school is specialized in teaching English subjects;
- Mathematics, Biology, Physics, Chemistry, Informatics (thought in English);

### WORK EXPERIENCE

**05/02/2024 – CURRENT** Chișinău, Moldova

**Head of Finance** Bloomcoding

- **Capital Allocation:** Strategically allocate capital to maximize growth and ensure sufficient runway until the next funding round.
- **Burn Rate Monitoring:** Closely monitor the company's burn rate and adjust financial forecasts to align with growth targets.
- **Scenario Planning:** Create multiple financial scenarios to anticipate potential outcomes and adjust strategic plans accordingly.
- **Investor Reporting:** Prepare detailed financial reports tailored for investor presentations, including key metrics such as ARR, MRR, and customer acquisition costs.
- **KPI Tracking:** Implement and monitor key performance indicators (KPIs) crucial for investor confidence and company valuation.
- **Runway Analysis:** Continuously assess and extend the financial runway, identifying opportunities for cash conservation and efficiency improvements.
- **Fund Allocation:** Manage the allocation of funds between operational expenses, R&D, and marketing to optimize growth.
- **Financial Risks:** Identify and manage financial risks related to scaling operations and entering new markets, including currency risks if expanding internationally.
- **Due Diligence Preparation:** Prepare financial documents and data rooms for Series A due diligence, ensuring transparency and accuracy.
- **Equity Management:** Ensure compliance with regulations regarding equity distribution and share issuance, especially during the Series A round.
- **Legal Coordination:** Coordinate with legal teams to ensure all financial practices align with regulatory requirements for startups.
- **Equity Incentives:** Develop tax-efficient strategies for equity-based compensation plans, ensuring alignment with company goals and employee retention.
- **International Tax Compliance:** Manage tax obligations as the company scales internationally, ensuring compliance across multiple jurisdictions.
- **Growth Metrics:** Provide detailed financial analysis on growth metrics that are critical for Series A investors, such as customer lifetime value (CLTV) and churn rates.
- **Mentorship:** Mentor junior finance staff, preparing them for increased responsibilities as the company grows.

- Lean Operations: Implement lean financial operations to control costs, particularly in high-burn areas like customer acquisition and product development.
- Resource Allocation: Optimize resource allocation to ensure that funds are directed toward the highest ROI activities.
- Financial Systems Integration: Oversee the integration of financial systems that can scale with the company, including ERP systems tailored for startups.

**01/10/2023 – 31/05/2024** London, Chisinau, United Kingdom

### **Senior Financial Analyst / Fixed Assets Manager** Community Fibre / Orange Systems

- Asset Tracking: Maintain accurate records of all fixed assets, including acquisitions, disposals, and transfers.
- Depreciation Management: Calculate and track depreciation schedules using various methods, ensuring compliance with accounting standards.
- Physical Audits: Conduct periodic physical audits to reconcile physical assets with recorded data, identifying and rectifying discrepancies.
- Acquisition Analysis: Assess the financial feasibility of acquiring new assets, considering cost, ROI, and budget constraints.
- Disposal Procedures: Oversee the end-to-end process of asset disposal, ensuring proper documentation and adherence to regulatory requirements.
- Cost Control: Implement strategies to control costs related to maintenance, repairs, and replacements of fixed assets.
- Risk Mitigation: Identify and address potential risks associated with fixed asset management, implementing mitigation strategies.
- Data Integration: Integrate financial data from various sources into DOMO and PowerBI for comprehensive insights.
- Automated Reporting: Develop and automate financial reports for timely and accurate insights into key performance indicators.
- Forecasting Models: Build forecasting models using DOMO and PowerBI for predictive financial analysis.
- Data Visualization: Create visually appealing dashboards to communicate financial data effectively to stakeholders.
- Alert Systems: Set up alerts for anomalies or deviations from financial targets, allowing for prompt corrective action.
- Process Optimization: Identify opportunities for process automation within financial workflows, improving efficiency and reducing manual efforts.
- Compliance Checks: Utilize automation to ensure financial processes adhere to regulatory requirements and standards.
- Integration with ERP Systems: Seamlessly integrate DOMO and PowerBI with existing ERP systems for streamlined data flow.

**22/06/2022 – CURRENT** Chişinău, Moldova

### **Financial specialist** US Energy Solutions

- Collaborating with management to gather and analyze financial information;
- Preparing financial plans and developing financial models;
- Evaluating cost structures and revenue streams;
- Researching and analyzing business trends and preparing financial forecasts;
- Preparing budget reports and financial statements in accordance with professional and regulatory standards;
- Performing risk modeling and quantifying results to advise strategic business decisions;
- Recommending solutions to reduce expenses, increase revenue, and maximize efficiency;
- Monitoring the implementation of financial plans, performing risk assessments, and making adjustments as needed;
- Documenting financial processes and presenting progress reports;
- Keeping informed of regulatory requirements and best practices in financial management;
- Proficient in overseeing diverse fixed asset portfolios, ensuring accurate recording and depreciation compliance;
- Implemented process improvements in fixed asset management workflows, enhancing efficiency, accuracy, and data integrity;
- Conducted comprehensive fixed asset audits and reconciliations;
- Identified and mitigated fixed asset management risks;

**31/12/2021 – 20/06/2022** Chişinău, Moldova

**Tax Inspector** State Tax Service (Risk Management Department)

- Analytics of certain economic sectors with a high degree of risk;
- To elaborate and describe risk management criteria of selected Moldavian taxpayers, focusing on paid taxes, imports, and exports.
- Provide professional assistance to prosecutors regarding cases where tax evasion and fiscal frauds are present;
- Active participation in elaboration and examination of normative laws, improvements, or modifications of the current fiscal laws in the Republic of Moldova, including trade policies;
- Integrating new analytics platforms (KNIME, Microstrategy BI, SAP HANA);
- Investigate tax crime establishments and frauds;
- Perform tax audit;
- Review and analyze the tax audits performed by other departments;

**31/07/2021 – 30/12/2021** Chişinău, Moldova

**Financial fraud investigator** State Tax Service (Department of Control and Crime Establishment)

- Analytics of certain economic sectors with a high degree of risk;
- Provide professional assistance to prosecutors regarding cases where tax evasion and fiscal frauds are present;
- Integrating new analytics platforms (KNIME, Microstrategy BI, SAP HANA);
- Investigate tax crime establishments and fraud;
- Perform tax audit;

**31/05/2020 – 30/07/2021** Chisinau, Moldova

**Economic adviser** Newline Grains SRL

- Economic adviser regarding cost optimization;
- Review of scheduled contract payments;
- Analyze the rentability of the firm;
- Prepare the budget for the next year;

**31/03/2019 – 15/12/2019** Prague, Czechia

**Financial Analyst** Johnson & Johnson

- Creation and uploading the Financial Plan for specific markets (countries);
- Working with Macros affiliated programs (MS Excel);
- Working with ORACLE and IBM software;
- Using the company's designed applications (BRAVO);
- Analyzing and comparing the data;

**13/07/2018 – 28/08/2018** Chisinau, Moldova

**Entry Economist and Data Entry** "LUKOIL Moldova" SRL

- Microsoft EXCEL affiliated work;
- Monthly and Trimestrial Economic Reports;
- Finance Monitoring;
- SAP affiliated software for petroleum companies data entry;
- Data Entry;
- Debtors Control;
- Daily Reports;

Bucuresti, Romania

**Translator** Procera Genetics

- translated for a Romanian- Russian conference;
- translated for a English- Russian conference;

23/07/2017 – 13/09/2017 Chisinau

## Entry Economist AMG- Agroselect Comert

- completing the weekly and monthly registry;
- learning the Excel Business Tab formulas;
- familiarized with production process of the company;
- studied the anual business planification analyze (plans and facts);

## LANGUAGE SKILLS

**MOTHER TONGUE(S):** Romanian | Russian

**Other language(s):**

### English

**Listening** C2

**Spoken production** C2

**Reading** C2

**Spoken interaction** C2

**Writing** C2

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### French

**Listening** B1

**Spoken production** B1

**Reading** B1

**Spoken interaction** B1

**Writing** B1

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### Czech

**Listening** A2

**Spoken production** A2

**Reading** A2

**Spoken interaction** A2

**Writing** A2

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### Turkish

**Listening** A1

**Spoken production** A1

**Reading** A1

**Spoken interaction** A1

**Writing** A1

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*Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user*

## DIGITAL SKILLS

R/R Studio/ R Markdown | MS Office (MS Word; MS PowerPoint; MS Excel; MS Publisher; MS Outlook; MS Teams) | Adobe (Adobe Photoshop, Adobe Illustrator) | Google Suite (Gmail, Google Drive, Google Slide, Google Sheet, Google Form, Google | KNIME Analytics Platform | MicroStrategy SSO | SAP programs : SAP BPC, SAP HANA, SAP BO | SAP | QuickBooks | QBO | ADP payroll software | MicroStrategy, PowerBI, Qlikview, Tableau | programming: Python, MATLAB and SQL | DOMO | Microsoft Dynamics (D365)