

# IGOR LUPULCIUC, PMP

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## PROFESSIONAL SUMMARY

Experienced and highly motivated professional who is driven to succeed, and who has the ability to manage large-scale, complex projects. I am not only a strategical thinker who sees outside the picture, but also someone who has the right mix of knowledge in various domains and personal skills needed to solve complex client issues.

## PROFESIONAL HIGHLIGHTS

- **Project Management Expert.** 20+ years' experience of managing projects in IT, Telecommunication, software engineering, media and public sector. **Certified Project Management Professional (PMP)**
- **Leadership and team management.** Excellent experience to build a team from scratch, organize team work, foster team spirit and morale, as well as motivate staff to achieve the highest goals.
- **Interpersonal and Communication** skills. Strong experience in establishing and maintaining relationships at senior (and all) levels of a client organisation. Vast experience in negotiation and problem solving. Good experience in public communication.
- **Delivery.** Highly focused on project delivery and project constraints (scope, time, cost, ...). Ability to manage multiple projects and deadlines.
- **Transformation.** Acting as a change agent – build and deliver the change management strategy to ensure support and buy-in for improvement projects.
- **Business Analysis.**

## EXPERIENCE

### S&T IT Services

June 2020 – Present

#### Director of Project Management Office (PMO)

- Directly managing the project: Supply and Installation of Management Information System, Chisinau Water Development Program, financed by EBRD. Had repaired main issues with key Stakeholders, enforce project teams and achieved a significant progress in Analysis and Design phase (50% of blueprints have been done in 4 months).
- Directing the PMO. Has been transforming the project delivery approach from functional organization to matrix. Has been developing and implementing PM procedures, standards and techniques.
- Coordinate all projects delivery in the company, support and couch project management stuff.

### S&T IT Services

July 2017 – Mai 2020

#### Sales Director, Private Sector

- Generate and conducted SCADA project in RED-NORD S.A. (electricity distribution company).
- Developed and coordinated Tetra Mission Critical Communication Solution for National Ambulance Service. It was installed 1000 pieces of Motorola terminals, configured and implemented the communication protocol.
- Designed and applied solution for metering Chisinau Water Company.
- Have supervised all projects in healthcare.

**Accent Electronic S.A** – Chisinau, Republic of Moldova

February 2012 – March 2017

**Vice President for IT&C Solutions Division**

- Supervised OSS (Operational Support System) project in MOLDCELL (part of Telia Company Group), one of the main Moldavian cellular operator.
- Developed the segment of Cyber Security Solution. Successfully implemented IBM QRadar (SIEM solution) in National Bank of Moldova, 5 commercial banks and Orange Moldova.
- Implemented project management best practices in the company. Hired and educated two project managers.

**Chisinau City Hall** – Chisinau, Republic of Moldova

October 2007 – February 2012

**Vice President for IT&C Solutions Division**

- Social assistance
- Elaborated the program for equipping municipality hospitals. Implemented radiology equipping project.
- Attracted investors and donors for social assistant projects: HIV SIDA Centre, communitarian centres.

**MEGADAT.COM** – Chisinau, Republic of Moldova

May 1998 – April 2005

**General Manager**

- Designed and documented ALONE project (internet, TV and telephony in one cable). The project was prepared for EBRD investment in collaboration with KPMG Romania.
- Designed and managed the construction of the first fiber optic ring in Chisinau. In one year was build 45 km of fiber optic channels.
- Developed and successfully implemented solutions for corporate customers. In 3 years' number of corporate customer grew more than 4 times. The income from corporate clients grew more than 500%.
- Developed and implemented Moldova Cyber Community project – revolution marketing solution for Dial Up users. Users number in one year grew more than 400%.

## EDUCATION

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- PMP® Exam Prep Course - EDU Romania, January 2020
- Business Analysis Fundamentals Course – AdCognos Moldova&EDU Romania, October 2019
- “Project Management from A to Z” - AdCognos Moldova&EDU Romania, October 2018
- **The Master of Economics and Computer Science - Academy of Economic Science**, Republic of Moldova, 1997-1999
- **The Bachelor of Economics and Computer Science - Academy of Economic Science** Republic of Moldova, 1994-1997
- **Computer Science - Finance and Banking College**, Republic of Moldova, 1991-1994

## PROFESSIONAL SKILLS

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- Microsoft: Project, Teams, Office 365 (Outlook, Excel, Word, Power Point)
- Atlassian Software: Jira, Confluence.

## LANGUAGES

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- English – B2, preparing for Cambridge English B2 First Exam.
- Russian - native
- Romanian – native