

Contact

acatanoi@yahoo.com

www.linkedin.com/in/andrei-c-4580587 (LinkedIn)

Top Skills

Business Strategy

Corporate Finance

Mergers & Acquisitions (M&A)

Andrei Catanoi

Business Development. Financial Analysis. Research and Business Strategy. Banking. Fluent: English, Russian, Romanian
Romania

Summary

Executive over the last 8 years.

Experienced Valuation Expert, Financial Analysis, Projects/Business Development, with a demonstrated history of working in the management consulting industry. Strong support professional skilled in Strategy, Investments, Economics, and Business Strategy.

Expertise in preparation and implementation of projects financed by the international financial institutions, including the World Bank, IFC, SIDA, EU, UNDP.

Experience

Private Banking

Chief Business Development Officer
June 2011 - Present (8 years 10 months)

Successfully managed \$30-35 million budget projects and successfully achieved the projects scheduled goals;

Developed and implemented new marketing and sales plans and defined strategies for the next 5 years;

Directed the creation and implementation of Business Plans for different assets under management;

Managed a team of 12 professionals;

Conducted 17 Due Diligences (sectors: banking, real estate & hotels, energy, transport, health, telco&internet, agribusiness etc.)

Developed more than 25 appraisal reports of the different assets;

Developed large number of market studies, business plans as well as feasibility studies and financial analysis reports.

World Bank Emergency Draught Project in Moldova

Team Leader

June 2014 - September 2014 (4 months)

Chisinau, Moldova

Prepared and delivered the Operational Audit Report of the Project.

United Nations Development Programme in Moldova
Legal and Financial expert
September 2013 - March 2014 (7 months)
Chisinau, Moldova

Development of the Loan Guarantee Fund to support local Energy Services Companies

Advisory in Establishing of an Energy Services Company in Moldova.

International Finance Corporation (IFC), Support to Moldova
Investment Climate Reform Project
Independent Consultant
August 2012 - December 2012 (5 months)
Chisinau, Moldova

Provision of professional advisory on various business regulation aspects to implement reforms in three thematic areas (1) Improve the investment climate for businesses (2) Streamline business regulation and (3) Promotion of investments.

European Commission, Sector Policy Budgetary Support Programme
Independent Consultant
January 2012 - October 2012 (10 months)
Chisinau, Moldova

Support to Ministry of Economy. Reviewed and provided amendment suggestions for the National Moldovan SME Strategy 2020.

Organisation for Economic Co-operation and Development (OECD)
Team Lead Manager
November 2011 - March 2012 (5 months)
Chisinau, Moldova

Assessment of the performance in the implementation of Moldova's SMEs policies.

Ministry of Economy of the Republic of Moldova - World Bank
Competitiveness Enhancement Project
Team Lead Manager
February 2010 - April 2010 (3 months)

Advisory in establishment of two Industrial Parks in Moldova. As well as, developed and provided the investment strategy and the feasibility study.

Import and Export “Roseximbank”

Financial Services Consultant

December 2009 - April 2010 (5 months)

Moscow, Russian Federation

Lead the expert team, responsible for identification of investment needs and opportunities for Russian forest sector; identification of applicable financial instruments that need to be designed and supported by the Government, and possibly, international financial institutions that would meet the investment needs of Russian Forest Enterprises and enhance their export potential.

State Corporation “Bank for Development and Foreign Economic Affairs (Vnesheconombank-VEB)”, Russia

Financial Business Consultant

May 2009 - April 2010 (1 year)

Moscow, Russian Federation

Lead preparation of World Bank's Partial Credit Guarantee (PCG) Instrument for VEB's foreign exchange borrowing in form of syndicated financing from international investors.

Worked on preparation of World Bank Ruble Loan to VEB for infrastructure finance funded by issuance IBRD Rouble Bond.

CentreInvestGroup , Moscow, Russia

Financial Business Consultant

August 2007 - May 2008 (10 months)

Moscow, Russian Federation

Developed broad portfolio of carbon investments in Russia, Uzbekistan, Azerbaijan, and Ukraine, for international financial institutions

JPMorgan Chase's investment arm, One Equity Partners

International Consultant

January 2008 - April 2008 (4 months)

Prepared the Investment Strategy. Establishment of an Equity Investment Fund for private equity investments in Russian economy.

The World Bank

Projects Manager

July 2005 - August 2007 (2 years 2 months)

Managed portfolio of World Bank Projects on Renewable energy

The World Bank RISP project in Moldova

Team Leader. Credit officer

September 2002 - August 2004 (2 years)

Credit Officer. Managed a team of 2 people. Business loan applications for approval for new small and medium businesses (including start ups) in rural areas

Education

University of London

MBA in banking, Banking · (2008 - 2010)

State University of Moldova

M Sc. Private Law, Civil Law · (1998 - 2002)