

AREAS OF EXPERTISE:

project & budget & grant management, logistics & procurement & supply chain administration, process optimization, monitoring & evaluation, contract execution, electoral assistance & affairs, personal data protection, digital transformation, team leadership, problem solving, reporting, communication, relationship management, negotiation, work ethics & integrity

SUMMARY:

Seasoned professional with extensive experience in project management, administrative operations, and consultancy across diverse international contexts. Proven track record in coordinating and supervising mission-critical projects, optimizing logistics, and enhancing electoral processes. Skilled in writing technical specifications, conducting in-depth research, and delivering impactful training sessions. Adept at managing multimillion procurements, leading multimedia and digital transformation initiatives, and facilitating cross-cultural communication. Strong analytical and problem-solving abilities, with a commitment to improving transparency, efficiency, and compliance in all undertakings. Recognized for effective communication, stakeholder engagement, and strategic planning capabilities, ensuring successful project outcomes and institutional capacity building.

DORIAN BODIU

✉ dbodiu@gmail.com

PROFESSIONAL EXPERIENCE (more than 18 years):

Conol-Grup SRL

Chisinau, Moldova
May 2024-Present

● Project manager:

- responsible for bidding and tender procedures;
- administrative and knowledge management of the project “Cybersecurity training programs for professionals from critical infrastructure organizations in Moldova”;
- knowledge manager for SOC.MD project “SOC as a Service”;
- programs curricula developer “ICT partnerships”, “BugBounty in local context”, “Security Operations Center (SOC) analyst training”, “Technical means of cybersecurity”, “Entry cybersec & specialized Linux”.

Impatto management SRL

Iasi, Romania
Oct 2023- Present

● Procurement & supply chain manager

- led and delivered outsourced procurement services for public tenders, enabling clients to navigate regulatory frameworks, craft competitive bids, and streamline strategies on both the buyer and supplier side;
- managed end-to-end procurement projects for multiple external clients, including tender dossier preparation and the deployment of ERP-based procurement systems;
- conducted ICT audits in compliance with ISO/IEC 27001 and performed DPO duties including data processing reviews and GDPR compliance checks;
- data management and cybersecurity analysis for external customers;
- optimized ICT supply chain processes for external clients, reducing hardware delivery through ERP workflow integration.

EUCAP Sahel Niger (EEAS CSDP mission)

Niamey, Niger
Nov 2016-Sept 2023

● Project management officer

- coordinated planning and execution of over 40 mission projects in support of CSDP objectives, ensuring alignment with EU policy and operational timelines;
- led logistics and supply chain operations for mission-critical assets, negotiating and managing contracts valued at €5M+ under EU PRAG guidelines;
- authored detailed technical specifications and tender documentation for equipment and services, ensuring technical compliance and transparency;
- designed and deployed secure ICT infrastructures and VHF/HF radio networks, including operational training;
- drafted and maintained procurement files and tender dossiers in strict compliance with EU PRAG and mission SOPs, contributing to 100% procurement audit success;
- developed ToRs and specs project-specific digital tools, resulting in successful procurement;
- managed inventory of assets and services.

MoldData “.md” ccTLD registry (state company)

Chisinau, Moldova
Sept 2013-Nov 2016

● Deputy CEO

- directed operations of the national “.md” domain registry, enhancing service quality and security for 20.000 domain names holders;
- delivered digital infrastructure projects with international partners, ensuring timely and compliant execution;
- led the procurement working group, managing IT tenders in line with public procurement law and internal SOPs;
- built first public cloud data center to advance national digital transformation;
- oversaw finance, HR, procurement, and logistics, driving efficiency through integrated ERP workflows.

EDUCATION:

Master of Engineering in
ICTS, Free International
University of Moldova,
Chisinau, Moldova, 2020

Master's Degree in Political
Sciences, Moldova State
University, Chisinau,
Moldova, 2008

Bachelor's Degree in
Political Sciences, Moldova
State University, Chisinau,
Moldova, 2007

LANGUAGES:

Romanian | native
Russian | professional proficiency
English | professional proficiency
French | professional proficiency

EU EOM Haiti 2015

Port-au-Prince, Haïti
Oct 2015-Jan 2016

EU EOM Madagascar 2013

Vatomandry, Madagascar
Oct 2013-Jan 2014
**Public Services
Agency**
ex. CRIS "Registru"
Chisinau, Moldova
Nov 2011-Sept 2013

OSCE/ODIHR EOM Belarus 2012

Sloutsk, Belarus
Sept 2012

EU EOM Tunisia 2011

La Manouba, Tunisia
Oct 2011-Nov 2011

EU EOM Togo 2010

Tchamba, Togo
Feb 2010-Mar 2010

House of knowledge

Chisinau, Moldova
Sept 2009-Jun 2011

Moldova Institute for European Studies

Chisinau, Moldova
Aug 2007-Sept 2009

Short-term observer

-electoral observation mission for the Republic of Haiti presidential, legislative and local elections recommended for further election observation missions with the European Union.

Long-term observer

-electoral observation mission for the Republic of Madagascar presidential and legislative elections.

Deputy division chief, senior coordinator

-maintain and update the registry of undocumented population of the Republic of Moldova;
-supervised the interaction processes with regional divisions and diplomatic missions.

Short-term observer

-electoral observation mission for the Republic of Belarus legislative elections and recommended for further election observation missions with the OSCE/ODIHR EOMs.

Short-term observer

-electoral observation mission for Tunisian Constituent Assembly elections.

Short-term observer

-electoral observation mission for the presidential elections in Togo.

Multimedia coordinator

-ensure the administrative and technical operation of the multimedia area;
-manages the network of users (thematic seminars, conferences, etc.);
-promote the services of the digital space;
-follow the order and the provision of documents and equipment;
-participating in the IT procurement process.

General secretary

-performed office management activities;
-management of different internal projects;
-participated in different procurement process.

PROFESSIONAL DEVELOPMENT:

PeopleCert, 2024	PRINCE2 Foundation in Project Management
ITCILO Turin, Italy, 2023	Procurement management for goods and physical services training course
TUV Austria Bucharest, Romania, 2022	ISO/IEC 27001 INFOSEC management system internal auditor training course
ESDC Larnaca, Cyprus, 2022	PM2: Project management in support of CSDP missions and operations course
Smart Expert Global Bucharest, Romania, 2022	Public procurement expert course
EU partnership academy Remote, 2021	Contractual procedures in EU external actions course
MCI Niamey, Niger, 2021	Hostile environment awareness training (HEAT)
Xontech Chisinau, Moldova, 2020	GDPR data protection officer (DPO) course
CCFN Niamey, Niger, 2019	Diplôme approfondi de langue française (DALF) C1
EODS, Brussels, Belgium, 2015	Training for Long-Term Observers in French-Speaking EU Electoral observation Missions

Personal information	Name: Alexandru Balaban e-mail: alexandru.balaban@gmail.com phone: +37369982582
Present employment	xData Cloud SRL, CEO CONOL GRUP SRL, based on project, IT network expertise
Education	-Bachelor in Computers, Technical University of Moldova, 2001–2005; -Diploma in Accounting and Audit, Financial-Banking College "A. Diordița", Chisinau, 1996–2001.
Professional certifications	-Business Continuity Management, 2012; -Advanced Interworking & Security Certified Professional (CPE Products), AudioCodes, 2008; -Internetwork Expert Certification, Huawei, 2006.
Languages	Romanian (native), Russian (fluent in reading, writing, speaking, understanding), English (proficient in reading/writing, intermediate in speaking)

Professional experience:

From	To	Description
2020	Present	xData Cloud SRL, Chisinau / Founder, CEO & CTO Founded and leads cloud solutions provider specializing in secure websites, apps, enterprise software, security, communications, data storage, IT consulting, and auditing. Manages DevOps/SRE practices, cloud platforms (AWS, Google), virtualization (Kubernetes, Docker), and security tools (Zabbix, Ansible) for resilient systems.
2018	Present	CONOL GRUP SRL / IT network expert Expertise/consulting in the field of IT networking during projects/contracts related to penetration/vulnerability tests for different customers.
2016	2019	SE "Molddata", Chisinau / Manager of Information Security Administered IT services, led technical teams, developed platform strategies, and ensured security compliance in state enterprise. Focused on system maintenance, monitoring (Zabbix, Prometheus), and backup solutions (Veeam, Bacula).
2013	2016	Meta Sinergy SRL, Chisinau / Technical Director (CTO) Oversaw technical operations, IT infrastructure, and security for meta-services, coordinating teams and implementing innovative software and network solutions (firewalls, VPNs).
2005	2012	SE "Special Telecommunications Center", Chisinau / Head of Information Systems Section Managed secure telecommunications systems, network administration (Cisco, Mikrotik, JunOS), and operational efficiency, emphasizing VoIP and video conferencing (Jitsi, Asterisk).
2003	2005	Press Agency "Info Prim", Chisinau / Engineer - Coordinator Maintained local networks, coordinated IT support, and handled troubleshooting for media operations, including server administration (LAMP, DNS).

Persona information	Name: Dmitry Tsepilovan (Dumitru Țepilovan) , +37367678016, support@soc.md	
	Nationality: Moldova	Date of birth: 15.07.1985
	Languages: English (professional proficiency), Romanian (native/bilingual), Russian (native/bilingual), Hebrew (native/bilingual), Ukrainian (professional proficiency)	
Education / qualifications	-Networking and Telecommunications in Information Systems, John Bryce, Tel-Aviv, Israel, 2009–2010 (including Cisco Certified Network Associate Routing & Switching) -Information Technology, Tel Aviv University, Israel, 2004–2005 -License in Information Tsechnology, Sapir College, Desert Negev, Israel, 2003–2004 -License, CEITI Chisinau, Republic of Moldova, 2000–2003	
Professional certifications	-Cisco Certified Network Associate (CCNA), John Bryce Tel Aviv, Israel, 2009 -Parallels Certified Automation Engineer (PCAE) #1383, Parallels, Jan. 2012 -Parallels Certified Automation Engineer (PCAE) #1602, Parallels, Jan. 2012 -Parallels Certified Automation Professional (PCAP) #1383, Parallels, Jan. 2012 -Parallels Certified Automation Professional (PCAP) #1602, Parallels, Jan. 2012 -Jelastic Senior PaaS Engineer, Jelastic, November 2015 -QUAY AUDIT UK CEI/ISO 27001:2013 #0121 (Information Security Management), Oct. 2017 -QUAY AUDIT UK ISO 9001:2013 #0104 (Quality Management), Oct. 2017 -Advanced Penetration Testing, Cybrary -ICSI CNSS Certified Network Security Specialist, International CyberSecurity Institute -Offensive Security Certified Professional (OSCP), Offensive Security, Nov. 2022 -Introduction to Critical Infrastructure Protection (ICIP), OPSWAT Academy -OPSWAT File Security Associate (OFSA), OPSWAT Academy	

Professional experience:

From	To	Company / Position / Description
2018	present	SC Conol-Grup SRL, SOC.MD / Founder and CEO Responsible for strategic direction, designing complex IT systems, and ensuring advanced data protection for public and private sector clients. Expertise in building scalable, secure technological frameworks suitable for national-level digital transformation projects.
2018	present	engine.md, Chisinau / Co-Founder Co-founded an information security resource, producing web (Engine.md) and print content to keep IT professionals updated on cybersecurity trends. Managed team mentoring and motivation, addressing emerging threats like DDoS and malware.
2017	present	Names.md, Chisinau / Co-Founder and Partner Developed a managed hosting and colocation provider with 9 PoPs in Europe, USA, and Middle East. Led business development, partnerships, corporate client engagements, contractor/employee management, and operations for services including domain registration, VPS, VM, Plesk web hosting, Docker, remote backups, and dedicated servers—ensuring secure, scalable infrastructure.
2015	2018	SE MoldData, Chisinau / CISO Designed and implemented a Tier III Data Center; deployed cloud solutions (IaaS/SaaS/BaaS/PaaS, VPS, VM). Customized OBAS (Odin) for billing/provisioning (domains, SSL, hosting). Built 24/7 Network Operations Center, trained staff, integrated ticketing/VOIP with KPIs, and deployed Splunk for threat analysis (DDoS, malware). Configured clustered Juniper SRX firewalls and F5 BIG-IP load balancers for high availability/security. Led modernization of a 20-year-old system using cloud methodologies—completed on time/under budget.
2011	2014	Tier4Hosting, Tel-Aviv / Infrastructure Engineer Designed/implemented Tier 4 Datacenter and ISP using Juniper SRX; interconnected providers via BGP for global access. Trained NOC for monitoring/support; provided consulting, design, security, penetration testing, and ISO prep for SMEs/enterprises; managed Tier 4 colocation services (company sold).
2011	2012	Triple Cloud LTD, Petah Tiqwa / Information Security Consultant Delivered high-performance Linux services: vulnerability assessments, security patching, ISO 27001:2005/PCI-DSS compliance, and penetration testing for professional environments.
2009	2011	IVORY COMPUTERS, Petah Tiqwa / QA Team Leader Led QA and assembly department (30+ employees); handled hardware assembly, BIOS customizations (MSI, Gigabyte, ASUS, Intel), and OEM PC/laptop testing for quality assurance.