

# Nicolae Cotlău

**Address:** Apt. 147, 15/1 Cuza Voda Street, Chisinau, Moldova, MD 2006  
**GSM:** +373 79430029  
**e-mail:** [nicolaecotlau@yahoo.com](mailto:nicolaecotlau@yahoo.com)

## Education:

**1998-1999:** **Master of Business Administration, major: Financial Management**  
*Graduate School of Business, University of Strathclyde, Great Britain*

**1991-1996:** **Bachelor of Science, major: Accounting & Auditing**  
*Academy of Economic Studies of Moldova*

## Experience:

**Since 2011** **Finance Director, Sarco Service SRL, Engineering Company**

Responsibilities:

- Formulating offers to clients, contract monitoring & progress reporting;
- Development of new business ideas and formulating partnership schemes;
- Writing business plans for new ventures and loan applications;
- Initiating and implementing cost savings and tax optimization schemes;
- Planning and management reporting of holding company and its subsidiaries;
- Supervised implementation of an ERP system based on Oracle solution;
- Project management for contracts with overseas clients, mainly procurements.

**Since 2008** **Business Planning Lecturer, Newport International University, USA**

Teaching to Executive MBA students Business Planning Course in Moldova.

**2008- 2010** **Finance Director, Moldpresa SA, [www.moldpresa.md](http://www.moldpresa.md)**

Achievements:

- Head of Strategic Planning for the holding of 6 companies with a turnover of over MDL500m;
- Led planning and management reporting of holding company and its subsidiaries;
- Planned for CAPEX, organizational structure and staff appraisal;
- Managed a network of 41 Cash Payment Terminals since start-up through profitability;
- Supervised implementation of an ERP system based on Unisim/ Oracle solution;
- Finalized Acquisition and Merger with one wholly owned subsidiary;
- Supervised Accounting, Procurement, IT and Internal Audit Departments, over 20 employees;
- Planned and assured financing for working capital & investment projects.

**2005- 2008** **2006- 2008: Business Analyst, Orange Moldova**

Performed:

- Monthly business reviews for shareholders through reports, conference calls & presentations;
- Financial modeling and capital investment analysis for company's new ventures;
- Cost/benefit analysis of new offers pre- and post- implementation;
- Calculation and documentation of Mobile Termination Rates;
- Fraud and Revenue Assurance documentation and reporting;
- Assistance with internal and external audits, especially on SOX;
- Financial advice to other departments in various projects.

**2005: Business Planning Executive**

Performed:

- Budgeting, variance analysis. Elaboration of management reports and follow-up on them;
- Analysis of key performance indicators for monthly and semiannual business reviews;
- Analysis of revenue and cost drivers for planning and Responsibility Accounting;
- Financial modeling, capital investment and sensitivity studies for management.

**2002- 2004** **Financial Analyst & Business Development Specialist, PFAP, EWMI, USAID**

Performed:

- Training and assisting regional staff in writing loan & grant applications, cash flow forecasts, budgets & business plans, performing valuation studies;
- Writing business plans, budgets, variance analysis for selected large producers as case studies;
- Developing & implementing various rural small grants programs;
- Developing & refining on business plan, financial analysis & performance monitoring tools & software packages, assisting target group in using them and interpreting results.

**2001- 2002** **Budgeting & Controlling Specialist, Moldcell**

Performed:

- Budgeting, forecasting, budgetary control & variance analysis;
- Writing business plans, loan applications & due diligence reports;
- Financial modeling, capital investment, sensitivity studies & analyses for management;
- Assistance with US GAAP reporting to parent company;
- Duties in various management accounting projects.

**1996- 1998**

**Consultant in Accounting, *World Bank First Agricultural Project in Moldova***

Performed:

- Bookkeeping, disbursements and payments, contract monitoring, budgeting & cash forecasting, maintaining Statement of Expenditure supporting documentation;
- Reporting to the World Bank, Ministries of Agriculture & Finance;
- Liaison with suppliers, goods' carriers, banks, customs & tax authorities, etc.

#### **Additional Training & Certification:**

**2011:**

**The Professional Certificate in Project Management, *Neologic Solutions, Canada.***

**2008:**

**Managing a company in new economic conditions, *Perspectiva of Ukraine, Moldova.***

**2005:**

**Mobile Networks Explained, *Telecoms Academy of UK, Moldova.***

**2004:**

**Conducting Assessments, *Partners for Democratic Change of USA, Moldova.***

**2003:**

**Credit Administration, *Agribusiness Department, First Citizens Bank, NC, USA.***

**Strategy & Operations of State Extension Service, *State University of NC, USA.***

**2000:**

**Romanian versus International Accounting Standards, *Arthur Andersen, Romania.***

**1997:**

**Disbursement of funds under the World Bank rules, *World Bank, Moldova.***

#### **Languages and Computer Skills:**

Excellent verbal and written English, Romanian & Russian.

Proficient in MS Windows 2003/XP, Lotus Notes, MS Excel, Word, PowerPoint, Project, Outlook, BusinessPlanPro and several other business planning packages, COSITU and Sirokoo cost analysis tools, all main Internet browsers.

#### **References:**

**Boris Efimov**, CEO, "Orhei Vit" SA, Moldova

Tel: 069136037, e-mail: [befimov@gmail.com](mailto:befimov@gmail.com)

**Kaan Dundar**, Retail Financial Controller at Renault UK,

Tel: +44-1923-697599, e-mail: [kaan.dundar@renault.co.uk](mailto:kaan.dundar@renault.co.uk)