

IGOR LUPULCIUC, PMP

+373 6555557 | igor.lupulciuc@snt.md | www.linkedin.com/in/igor-lupulciuc

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

- 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

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

LANGUAGES

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

Project Management Institute

THIS IS TO CERTIFY THAT

Igor Lupulciuc

HAS BEEN FORMALLY EVALUATED FOR DEMONSTRATED EXPERIENCE, KNOWLEDGE AND PERFORMANCE
IN ACHIEVING AN ORGANIZATIONAL OBJECTIVE THROUGH DEFINING AND OVERSEEING PROJECTS AND
RESOURCES AND IS HEREBY BESTOWED THE GLOBAL CREDENTIAL

Project Management Professional (PMP)®

IN TESTIMONY WHEREOF, WE HAVE SUBSCRIBED OUR SIGNATURES UNDER THE SEAL OF THE INSTITUTE



Tony Appleby
Chair, Board of Directors



Sunil Prashara
President and Chief Executive Officer



PMP® Number: 2761119
PMP® Original Grant Date: 27 April 2020
PMP® Expiration Date: 26 April 2023

