

CURRICULUM VITAE



1. **Family name:** Cobuscean
2. **First name:** Serghei
3. **Date of birth:** Dcember 1st, 1968
4. **Nationality:** Republic of Moldova
5. **Civil status:** Divorced
6. **Education:**

<i>Institutions</i>	Moldova Academy of Economics
<i>Date: from(month/year) to (month/year)</i>	September 1995 June 1998
<i>Degree(s) or diploma(s) :</i>	Degree in Management, Diploma of Higher Education

<i>Institutions</i>	Moldova State University.
<i>Date: from(month/year) to (month/year)</i>	September 1989 June 1994
<i>Degree(s) or diploma(s) :</i>	Degree in French Language and Literature, Diploma of Higher Education

7. Language skills: (Mark 1 to 5 for competence, where 5 is the highest)

<i>Language</i>	<i>Passive</i>	<i>Spoken</i>	<i>Written</i>
Romanian	Mother tongue		
English	4	4	4
French	5	5	4
Italian	3	3	3
Russian	5	5	5

8. **Membership of professional bodies:** no
9. **Other skills (e.g. computer literacy, etc.):** Microsoft Word, Power Point, etc.
10. **Present position:** Project Manager, Diolum SRL
11. **Specific experience**

<i>Country</i>	<i>Date - from(month/year) to (month/year)</i>
Moldova, Edinet	December 2006 – September 2007, Mechanical construction expert in THE EUROPEAN UNION'S PROGRAMME TACIS CROSS-BORDER COOPERATION, TACIS CITIES AWARD SCHEME, Project: TACIS/2006/128-463 SELF CLEANING ATTITUDE
Moldova, Chisinau	August 2004 – February 2005 Water Investment Management Agency (WIMA)- Project developed in Moldova by RAMBOLL (Denmark) under the financing of DEPA. Main activities: water supply Position : Financial & Procurement specialist.
Moldova, Ungheni	Energy efficiency expert Construction of Floating Unit prototype as result of realisation of TACIS/2003/073-585/31

12. Professional experience:

<i>Date: from (month/year) to (month/year)</i>	June 2006 present
<i>Location</i>	Chisinau
<i>Company</i>	Team Consulting SRL
<i>Position</i>	Administrator
<i>Description:</i>	
<p>June – October 2007. AMG Magroselect – implementation of ISO 9001:2008 Quality Management System.</p> <p>February – June 2011 Davifra –Com SRL – integrated market and feasibility study. Cannery production and distribution in Republic of Moldova.</p> <p>September - October 2011 QUICK SRL – feasibility study. Business development project in real estate.</p> <p>September - October 2011 MAXINO SRL – market study. Software and hardware market in Moldova.</p> <p>January - March 2012 Fast Forward SRL - implementation of ISO9001:2008 Quality Management system , ISO 14001 environmental management system, OHSAS 18001 – safety prevention and ISO 22000 Food Quality Management System.</p> <p>January – May 2012 UnidenArt SRL http://unidentart.md/?l=en – educational and vocational training for company staff.</p> <p>January – June 2012. Floreni SA (poultry farm) http://floreni.com/en/ . Energy audit and gas transportation system design.</p> <p>June 2012 Green Heritage Wasserkraft GmbH (Germany) – preliminary study. Hydro Energy capacity of Prut River and possibilities of its utilization. Ongoing project</p> <p>June – September 2012 Azamet Group SRL http://www.azamet.md/en.html – energy audit.</p> <p>November 2012 – February 2013 – Crocus SRL – feasibility study. Fresh vegetable export to EU countries,</p> <p>November 2013 – March 2013 Incrus SRL http://www.oculusprim.com/?l=en&a=18&c=19 – implementation of Quality Management System ISO 9001:2008</p> <p>November 2012 – March 2013 Calmis Prim SRL – implementation of Quality Management System ISO 9001:2008</p> <p>December 2013 – March 2013 – Industrial Part TRACOM http://www.moldtracom.md . Elaboration of strategic development plan</p> <p>May 2013 June 2013 – Basic Inventory of CO₂ Emission for Balti Municipality. Development and coaching.</p> <p>July – September 2013 – Sustainable energy Action Plan for Balti Municipality. Member of working team</p> <p>December 2013 – February 2014 – art time activity. Implementation of ISO 14001:2004 for production facility in Chisinau</p> <p>Business Advisory Service (EBRD consulting assistance program) appointed Team Consulting SRL as accepted consulting unit for project implemented under EBRD financing http://www.ebrd.com/pages/workingwithus/sbs/where/moldova.shtml</p>	

<i>Date: from (month/year) to (month/year)</i>	June 2007 December 2012
<i>Location</i>	Chisinau
<i>Company</i>	AJA Registrars SRL www.aja.md
<i>Position</i>	Administrator and Shareholder
<i>Description:</i> ISO 9001, OHAAP, ISO 14000, ISO 22000 certification of Moldova business .	
<p>Job description</p> <p>Initiate the business</p> <p>Train personnel</p> <p>Establish insensitive and goals for team members</p> <p>Developing budgeting guidelines</p> <p>Assign responsibilities to team members</p> <p>Negotiate with multilateral institutions – WB , EBRD and national entities – Chamber of Commerce of Moldova condition of collaboration in supported projects</p> <p>Personal achievement</p> <ul style="list-style-type: none"> - Demonstrate ability to initiate and adapt to change; - Evaluate performances and provide feedback of team members - Provide leadership thorough example and knowledge 	

<i>Date: from (month/year) to (month/year)</i>	September 2010 September 2011
<i>Location</i>	Chisinau
<i>Company</i>	Vipropat SRL , GE Jembacher Distributor (www.cogeneration.md) Head of Development Division
<i>Position</i>	Consultant for Small size conventional and renewable power project development:
<i>Description:</i>	
<ul style="list-style-type: none"> - identification of main customers and direct negotiation; - project investment, profitability, risk and fiscal impact evaluation. - Erection Procurement & Construction (EPC) and Operation & Maintenance (O&M) contracts drafting and negotiation - Represent the company with suppliers, vendors, other structures and different authorities as assigned 	

<i>Date: from (month/year) to (month/year)</i>	January 2010 September 2011
<i>Location</i>	Chisianu
<i>Company</i>	Liupas Imobil SRL (www.leroi.md)
<i>Position</i>	CEO
<i>Description:</i> Management of office building situated in Chisinau down town. Gross area – 9 000 m2.	
<p>Operational management:</p> <ul style="list-style-type: none"> - perform administrative duties and daily building management supervision including hiring personnel, supervising budget expenses - clients selection and negotiation of rental contracts - develop and draft safe regulation for building activity - supervise and check account payable functions to pay vendors on time 	

- control and check financial results, prepare evaluation and summaries

<i>Date: from (month/year) to (month/year)</i>	December 2007 January 2010
<i>Location</i>	Chisinau
<i>Company</i>	Management Real Estate SRL (www.mre.md)
<i>Position</i>	Administrator and minor shareholder
<i>Description:</i> Direct management of Seven Stars SRL Office building project in Chisinau Down Town. Gross area – 3 000 m2. Actually rented by Banca Comerciala Romana Head Quarter. Other clients: UNDP, Glaxo Smith Kline, Banca Transvania Leasing, etc. Job description: On design phase - Represent the company with vendors, other company organization and different authorities as assigned - Project financing condition preparation - Negotiation of design contract conditions; - Elaboration of design tasks book; - Elaboration of building utilities task book; - Design contract negotiation - Erection Procurement & Construction (EPC) and Operation & Maintenance (O&M) contracts drafting and negotiation; - daily supervision of building works; - member of commissioning board - elaboration and implementation of sales strategy - drafting of rental contract terms and conditions On operational phase: - perform administrative duties and daily building management supervision including hiring personnel, supervising budget expenses - clients selection and negotiation of rental contracts - EPC contracts drafting and negotiation - Operation & Maintenance (O&M) contracts negotiation and execution supervision - develop and draft safe regulation for building activity - supervise and check account payable functions to pay vendors on time - control and check financial results, prepare evaluation and summaries - establish insensitive and goals for team members Mansards erection project. ROOF Construction SRL, Roses Hills SRL - Project sites selection - Negotiation of contract terms and conditions with the Chisinau City Hall - Participant in negotiations with neighborhood and agreements collections - Elaboration of sales strategy - Assess and propose financial schemes for projects implementation Personal achievements: - increasing skill and knowledge in the field of office spaces design and erection - acquiring additional knowledge and skills in the utilities management - improvement of driving facilities - develop flexibility to insure the needs of customers are best served; - improve ability to troubleshoot and determine cause of problems - demonstrate ability to effectively direct the work of others	

<i>Date: from (month/year) to (month/year)</i>	November 2002 September 2012
<i>Location</i>	Chisinau, Moldova
<i>Company</i>	AlternativEnerg SRL
<i>Position</i>	Administrator and shareholder
<p><i>Description:</i> Management of the 2MW cogeneration plant building. Project name "Franzeluta Energie". The unit is designated to supply power and hot water to Franzeluta SA, biggest bakery in Moldova. Job description: - negotiation of the Power Purchase Agreement with the client; - project financing condition preparation and negotiation; - participation in the main plant design ; - negotiation of the equipment supply condition ; - day-by-day supervision of the building and installation works; - reporting to the project lenders, negotiations with future project participants EDRD, etc.) etc. - develop methods and documenting purchases and receipts</p>	

<i>Date: from (month/year) to (month/year)</i>	July 1998 November 2002
<i>Location</i>	Chisinau
<i>Company</i>	SIIF Moldova SRL
<i>Position</i>	CEO
<p><i>Description:</i> SIIF Moldova SRL was a subsidiary of SIIF Energies SA, Paris based company, a public limited company with paid-up capital of 65 millions Euros. The group invests more than 600 millions Euros in assets producing electricity, mainly from renewable sources.. <i>Electricité de France</i>, French state monopoly is SIIF Energies major shareholder (65%). Job description: <input type="checkbox"/> Power project development in Chisinau (Moldova). Gas fired combusting turbine, 123,4 MW; <input type="checkbox"/> Participation at the elaboration of the power sector legal framework (licensees, power market rules); <input type="checkbox"/> Negotiation of Independent Power Producer license terms and conditions; <input type="checkbox"/> Involvement in power distribution companies' privatization procedure. Member of <i>Electricité de France</i> evaluation bidder team for privatization of Moldova power distribution networks; <input type="checkbox"/> Involvement in power generation companies' privatization procedure. Member of SIIF Energies privatization team; <input type="checkbox"/> Collaboration with Government, State and regulatory authorities, Municipality for the purpose of realization on mentioned projects; <input type="checkbox"/> Collaboration with international financial structures in Moldova (WB, IMF, IFC, EBRD, NIS Enterprise Fund) for the same purpose; <input type="checkbox"/> Collaboration with international donors (TACIS, USAID, UNDP) for the same purpose; <input type="checkbox"/> Political and economical analytical studies and reporting; <input type="checkbox"/> Daily activity reporting; <input type="checkbox"/> Feasibility studies in Kazakhstan, Estonia, Russia and Ukraine. Member of SIIF energies SA teams appointed to evaluate business opportunities in mentioned countries; <input type="checkbox"/> Small size power project development: - identification of main customers and potential clients; - project investment, profitability, and fiscal impact evaluation. - selling contracts negotiation; - EPC and O&M contracts drafting and negotiation.</p> <p>Achievements: 1. SIIF Moldova is the first IPP licensee in Moldova. 2. SIIF Energies SA was short listed for the participation in the privatization of generation</p>	

companies.

3. Signature of green field 2MW cogeneration project for an industrial consumer in Chisinau.

Personal achievements

- develop ability to work as member of international and Multilanguage team;
- develop reporting and planning skills;
- acquire technical knowledge in the field of traditional power generation and technical organization;
- initiate and promote change and improvements on a routine base
- learn to give and to receive feedback that will promote continual improvement and teamwork;

<i>Date: from (month/year) to (month/year)</i>	March 1997 July 1998
<i>Location</i>	Chisinau, Moldova
<i>Company</i>	Moldexpo SA
<i>Position</i>	Manager
<i>Description: Job description:</i> <input type="checkbox"/> Organization of international fairs. <input type="checkbox"/> Marketing studies. <input type="checkbox"/> Budgeting. <input type="checkbox"/> Advertising. <i>Achievements:</i> MoldConstruct 1997. 1998 (building materials, new building technologies, building equipment, architectural projects, etc. MoldInvest 1997 (banking services, investment programs, accounting and consulting services, etc.) <i>Marketing Department foundation:</i> <input type="checkbox"/> marketing strategy and program elaboration <input type="checkbox"/> development strategy definition; <input type="checkbox"/> definition of basic terms and conditions of activity	

<i>Date: from (month/year) to (month/year)</i>	January 1994 March 1997
<i>Location</i>	Chisinau, Moldova
<i>Company</i>	Universul SRL
<i>Position</i>	Deputy CEO
<i>Description:</i> Foreign economic relationship. Custom procedure supervision Cooperation with state exports authorities. (licensing, permitting etc.)	

13. Others:

INTERNSHIP

March 21 – April 22, 2000
June 11 – June 30, 2001

Portland General Electric, Portland, OR, USA
SIIF Energies SA, Head quarter, Paris, France

TRAININGS

June 3 rd – 6 th , 2013		Project Management Training, Chisinau, Moldova
December 14 – 18th, 2011		ISO 9001;2008 External Auditors Training, IRCA certified, Chisinau, Moldova
November 21-23rd, 2011		Energy efficiency indicator Calculation Courses, as part of TAM BAS EBRD Program activities, Chisinau, Moldova
October 31 – November 5, 2004		“Sound Business Practices” EBRD Seminar Joint Vienna Institute, Vienna, Austria
July 16 – July 26, 2005		Milano Municipal Power Group Milano, Italy

14. Hobbies – cooking and photography (black and white)

15. Social activities

Founding member, secretary and president of Rotary Club Chisinau Centru in 2003-2007, Rotary District 2241 Romania and Republic of Moldova www.rotary2241.org

Founding member and acting president of Rotary Club Chisinau Cosmopolitan www.rccosmopolitan.md (Rotary International District 2241, Romania Republic of Moldova www.rotary2241.org)

16. Driving licence – B type

Contact information

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