



Europass Curriculum Vitae



Personal information

Surname(s) / First name(s) **Dâmbar Maria**
Address 8 Frantz Liszt Street, Cluj Napoca (Romania)
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E-mail(s) mmaiermaria@gmail.com
Nationality Romanian
Date of birth 04.07.1983

Work experience

Dates	07/05/2013 → present
Occupation or position held	Key Account Manager
Main activities and responsibilities	<ul style="list-style-type: none">- arranging appointments with doctors, pharmacists and hospital medical teams- making presentations to doctors, nurses- organising symposiums for doctors and other medical staff- keeping up to date with the latest clinical data supplied by the company- keeping detailed records of all contacts- regularly attending company meetings, technical data presentations and briefings- developing strategies for increasing opportunities to meet and talk to contacts in the medical and healthcare sector
Name and address of employer	SC MERCK ROMANIA SRL 139 Plevnei street,, Bucharest (Romania)
Type of business or sector	Pharmaceutic
Dates	23/09/2009 → 07/05/2013
Occupation or position held	MANAGER MARKETING
Main activities and responsibilities	<ul style="list-style-type: none">- constantly improve and update procedures and processes to ensure excellent delivery of all medical services- arranging appointments with doctors and hospital medical teams- building and maintaining positive working relationships with medical staff and supporting administration staff- keeping detailed records of all contacts and reaching (and if possible exceeding) annual sales targets- regularly attending company meetings, technical data presentations and briefings- monitoring competitor activity and competitors' products- developing strategies for increasing opportunities to meet and talk to contacts in the medical and healthcare sector- managing agencies- quality manager (preparing the necessary accreditation paperwork for RENAR SR EN ISO 15189:2007, certification paperwork for quality management on SR EN ISO 9001:2008)- represent the organization in formal meetings with outside organizations- maintain accurate records of all pricings, sales and activity reports submitted, control expenses
Name and address of employer	SCM RADUSAN

8bis Constanta, Cluj-Napoca (Romania)

Type of business or sector **Histopathology and Cytology Laboratory**

Dates 05/08/2010 → 07/05/2013

Occupation or position held **COMMERCIAL DIRECTOR**

Main activities and responsibilities

- present and sell company products and services to current and potential clients
- prepare action plans and schedules to identify specific targets and to project the number of contacts to be made
- identify sales prospects and contact these and other accounts as assigned
- prepare presentations, proposals and sales contracts
- identify and resolve client concerns
- prepare reports, including activity, closings, follow-up, and adherence to goals
- coordinate company staff to accomplish the work required to close sales
- responsible with quality management (RENAR SR EN ISO 15189:2007)

Name and address of employer **SC INTERMED SERVICE LAB SRL (part of INTERMED SERVICE LADR GmbH, Germany)**

131 A Bld. 21 Decembrie 1989, Cluj-Napoca (Romania)

Type of business or sector **Medical Analysis Laboratory**

Dates 01/10/2007 → present

Occupation or position held **PhD Student**

Main activities and responsibilities

- Nuclear Magnetic Resonance (NMR) studies of compounds containing aluminum oxide, boron
- Performed research work on materials using simulation and NMR spectra deconvolution
- Attending national and international conferences

Name and address of employer **FACULTY OF PHYSICS, Babes-Bolyai University**

1-3 Mihail Kogalniceanu, Cluj-Napoca (Romania)

Type of business or sector **Education**

Education and training

Dates 2006 - 2008

Title of qualification awarded **Master in Science and Technology of Advanced Materials**

Name and type of organisation providing education and training **Babes-Bolyai University, Romania and Reinisch-Westfaliche Technische Hochschule, Aachen, Germany**

Dates 2004 - 2008

Title of qualification awarded **Bachelor in Economics-Finance and Banking**

Name and type of organisation providing education and training **Faculty of Economics and Business Administration, Babes-Bolyai University**
58-60 Str. Teodor Mihali, Cluj-Napoca (Romania)

Dates 2002 - 2006

Title of qualification awarded **Bachelor in Physics**

Name and type of organisation providing education and training **Faculty of Physics, Babes-Bolyai University**
1-3 Mihail Kogalniceanu, Cluj-Napoca (Romania)

Personal skills and competences

Mother tongue(s) **Romanian**

Other language(s)

Self-assessment
European level (*)

English

French

German

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C1	Proficient user	C1	Proficient user	C1	Proficient user	B2	Independent user	B2	Independent user
C1	Proficient user	C1	Proficient user	B1	Independent user	B1	Independent user	B1	Independent user
A2	Basic User	A2	Basic User	A1	Basic User	A1	Basic User	A1	Basic User

(*) [Common European Framework of Reference \(CEF\) level](#)

Social skills and competences - good communications skills
- ability to establish and maintain good working relations with people of different national and cultural backgrounds
- proactive, reliable, following directions, good listener

Organisational skills and competences - team work
- collaborative
- easy in learning languages
- adaptive to life style and work in different countries

Technical skills and competences - Internal auditors certificate for medical analysis laboratories – SR EN ISO 15189:2007; SR EN ISO 15190:2005; SR EN ISO 19011:2003 – RENAR, April 2012, Bucharest, Romania
-Cambridge Institute Diploma – English

Computer skills and competences Operating systems: MS Windows 95, 98, 2000, XP, MS Office
Data processing and simulation programs: Origin, DmFit, TA-60WS

Artistic skills and competences Interest in travelling, photography and tennis

Other skills and competences Member of Romanian Physical Society
Self-knowing and self-development
Diplomas and certificates of participation in national and international conferences, Persuasion and Influence course, Negotiation and Sales course, UPACA course etc

Driving licence(s) B since 2003

Additional Information

Publications **M. Maier**, V. Parvulescu, M. Tamasan, M. Vasilescu, R.F.V. Turcu, H. Mocuța, S. Simon, Structural studies on mesoporous alumina, *Studia Universitatis Babes Bolyai, Physica*, LIII 2 (2008) 31-38.

M. Maier, D.L.Trandafir, S.Simon, Effect of heat treatment time on local structure of lanthanum-aluminum–gallium-borate xerogels, *Ceramics International* 42 (2016) 4764–4767.

Flaviu R. V. Turcu, Ago Samoson, **Maria Maier**, Diana L. Trandafir, Simion Simon, High Fraction of Penta-coordinated Aluminum and Gallium in Lanthanum–Aluminum–Gallium Borates, *J. Am. Ceram. Soc.*, 1–6 (2016), DOI: 10.1111/jace.14265

National and International Conferences Todea Milica, **Maier Maria**, Simion Simon, Vibrational spectroscopic study on iron doped silica bismuthate glasses and glass-ceramics, The 2nd Conference on Advanced Spectroscopies on Biomedical and Nanostructured Systems, 2006

Maier Maria, Tamasan Monica-Lucia, Mocuta Horia Adrian, Turcu Romulus Valeriu Flaviu, Parvulescu Vasile, Simon Simion, Vasilescu Mihai, Structural studies on mesoporous alumina, *Advanced Spectroscopies on Biomedical and Nanostructured Systems*, Cluj-Napoca, Romania, September, 2008

Maier Maria, Simon Simion, Vasilescu Mihai, Turcu Romulus Valeriu Flaviu, Parvulescu Vasile, ²⁷Al MAS NMR investigation on mesoporous alumina doped with silver oxide and potassium fluoride, 11th Central and Eastern European NMR Symposium and 11th Central and Eastern European Bruker Users Meeting, 2009

Maier Maria, Simon Simion, Turcu Romulus Valeriu Flaviu, Mocuta Horia Adrian, Parvulescu Vasile, Effect of silver oxide addition on mesoporous alumina structure, National Conference of Biophysics, october 2009, Cluj-Napoca

Burda Ioan, **Maier Maria**, Ponta Oana, Tunyagi Arthur, Prof. Dr. Dragan P. Uskokovic, Multidimensional imaging and manipulation of nano-objects, Eleventh annual yucomat 2009 conference, Institute of Technical Sciences of the Serbian Academy of Sciences & Arts.

S.Simon, F.R.V. Turcu, D.Trandafir, **M.Maier**, A.Samoson, Nuclear Magnetic Resonance Studies on Amorphous and Crystalline Lanthanum-Aluminogalloborates, WWMR – Joint EUROMAR 2010 and 17th ISMAR Conference, 2010, July, Florence, Italy.

M.Maier, D.-L.Trandafir, B.Frentiu, S.Simon, NMR characterization of some lanthanum aluminum gallium borates, Advanced Spectroscopies on Biomedical and Nanostructured Systems (BioNanoSpec-4), Cluj-Napoca, Romania, September, 2011.

Projects **Study of primary nanocrystalline phase development in in noncrystalline bismuthate xero-gels**

Year: 2007, Director: Simion Simion, Domain: Physics Applications. Technical Physics, Partners/contributors details: Simon Viorica/team member , Vasilescu Mihai/team member

Photocatalysts for hydrogen and fuels production from biomass and residual water (Fotocomb)

Year 2007, Director: Simion Simion, Domain: Composites material science, Partners/contributors details: Simon Viorica/ team member, Vasilescu Mihai/ team member, Maier Maria/ team member, Chemistry Faculty/Bucharest University/Chemistry Faculty/Technical University ‘ Gheorghe Asachi’ from Iasi/ partner

Multimodal and intermodal perception in multidimensional imaging and simultaneous manipulation of nano - objects

Year 2009, Director: Burda Ioan, Domain: The theory of condensed state, Partners/contributors details: Sucala Laura-Madalina/partner team member, David Daniel-Ovidiu/coordinator

Biomolecules nanomanipulation using atomic force microscopy

Year 2010, Director: Popescu Octavian, Domain: Physics Applications. Technical Physics, Partners/contributors details: Simon Viorica/partner team member, Baia Monica-Maria/ partner team member, Maniu Dana-Sorina/ partner team member, Astilean Simion/coordinator