



## Alin- Sorin Fetita

Dynamic and effective leader with + 20 years' career that reflects continual advancement within different sectors and more important in a mix of corporate and entrepreneurial businesses. Last roles worked on regional/global operation set up and delivered strong results in growth, revenue, operational performance and profitability. Expert in positioning companies for next level of growth or potential sale. Cool under pressure and dedicated to deliver promised objectives by complex ways spin off; M&A; investment & banking innovative scheme.

### AREAS OF EXPERTISE

- Strategy Design & Implementation
- Sales & Marketing Management
- Investment & Negotiation
- Business Planning & Analysis
- Coaching & Team Development
- Change to Turnaround Management

### PROFESSIONAL EXPERIENCE

Professional Independent <b>Various Board Positions</b>	May. 2017- present
Chimica Group <b>Executive ViceChairman</b>	Nov.2015 – May. 2017
Transilvania Constructii <b>Member of Management Board</b>	June 2014- Oct. 2016
Chimica Group <b>Chief Executive Officer</b>	April 2012- Oct.2015
Sam Mills Group <b>Chief Executive Officer</b>	Dec. 2009 – Mar. 2012
Crestcom International <b>Managing Director</b> Main projects:	Dec. 2007 – Nov 2009
Sam Mills Group Feb. 2009 – Nov. 2009	<b>Strategy Development Director (interim manag. project)</b>
Glenmark Pharmaceuticals Feb. 2008 – Sept. 2008	<b>Marketing&amp; Sales Director (interim manag. project)</b>
Sanofi ( Zentiva; Aventis) <b>Management Roles</b>	Nov.2002 – Nov.2007
GlaxoSmithKline   Eli Lilly & Company <b>Sales Roles</b>	Ian.2000 – Nov.2002
Caritas Internationalis	Ian.1994 - Ian.1998

## ***Project Manager***

### **EDUCATIONAL BACKGROUND**

<b>PhD – FSEGA   Finance</b> Babes-Bolyai University (Ro)	<b>2016-present</b>
<b>Executive Program   Strategy</b> Harvard Business School (U.S.A)	<b>2016-2017</b>
<b>Executive Program   Leadership and Management</b> Crestcom International (U.S.A)	<b>2009</b>
<b>Master in Business Administration</b> Babes-Bolyai University Business School	<b>2001- 2003</b>
<b>BMed - Medicine Faculty</b> “Iuliu Hatieganu” Medicine and Pharmacy University Cluj Napoca (Ro)	<b>1993-1999</b>

#### **Courses & Trainings :**

Over 400 days on different formats; covering broad spectrum of topics from general management to strategic marketing; investment management and operational effectiveness.  
Certified trainer by Romanian Authorities.

### **LANGUAGES - HOBBIES – VOLUNTEERING – ACCOMPLISHMENTS**

#### **Languages:**

Fluent: English; Romanian  
Intermediate: Italian; French

#### **Hobbies:**

Travelling, fitness; triathlon; skiing; reading

#### **Volunteering:**

Giving classes/consultancy for NGO's/small business enterprise associations.  
Advisory Board Member TEDx Eroilor

#### **Accomplishments:**

Young Presidents' Organization – Italy Chapter  
Translog Connect Congress – Advisory Committee Member