



Ioana Vinași

● ABOUT ME

I am a dedicated data professional and current Ph.D. student in Economic Sciences at the Faculty of Economic Sciences and Business Administration. My academic journey and professional experience have fostered a deep commitment to leveraging statistics and machine learning to solve real-world problems and drive process automation.

With a strong foundation in econometrics, data analysis, and advanced statistics, I am continuously exploring ways to apply these skills in practical, impactful ways. My professional background includes roles as a Business Analyst at **Bringo Tech SRL** and a Sales Controlling and Pricing Expert at **Robert Bosch SRL**. These roles have allowed me to develop expertise in master data management, user roles, data quality assurance, and reporting environment design. I thrive in roles where complex data sets must be transformed into actionable insights, supporting both process optimization and strategic decision-making.

Currently, I am honing my research skills through my **Ph.D. studies**, where I am delving into econometrics, advanced research methods, and statistical techniques. My passion for data science, along with my practical experience and academic background, equips me with a versatile skill set that I am eager to apply toward impactful projects in the data and analytics field.

● WORK EXPERIENCE

01/10/2021 – CURRENT Cluj-Napoca, Romania

UNIVERSITY TEACHING ASSISTANT BABES BOLYAI UNIVERSITY

I support professors by preparing lectures, grading, and leading review sessions. My work includes teaching seminars and practical workshops, all aligned with curriculum goals. I am dedicated to creating a positive learning environment and helping students develop their skills and confidence.

01/06/2022 – CURRENT Bucharest, Romania

BUSINESS ANALYST BRINGO TECH SRL

Managing master data based on the database architecture;
Managing users and user roles;
Provide quality assurance of imported data, working with quality assurance analysts if necessary;
Processing confidential data and information according to guidelines;
Developing reports and analyses. Generating reports from single or multiple systems;
Managing and designing the reporting environment;
Supporting the data warehouse in identifying and revising reporting requirements;
Troubleshooting the reporting database environment and reports;
Evaluating changes and updates to source production systems;
Training end-users on new reports and dashboards;

01/01/2021 – 31/05/2022 Cluj Napoca, Romania

SALES CONTROLLING AND PRICING EXPERT ROBERT BOSCH SRL

Supports the coordination of planning, deployment, tracking, and reporting of sales KPIs
Supports the coordination of Current Forecast Planning, Business Plan, and Target Business Plan Activities
Supports the coordination of customer master data
Supports the coordination of product life cycle management and engineering change management activities
Complex data analysis, deviations analysis
Ensures data quality by performing plausibility checks
Accurately analyzes and collects data for various types of business reports that provide insight into key data points
Process optimization for the responsible activities and tools
Setup, evaluation, and specification of new business requirements

The regular exchange with the Stakeholders within the same process
Representing the division in front of the Bosch Mobility Central department and in front of other Divisions
Training the associates in their own Division and also outside of own
Division for responsible process and tool updates
Support of Coordination of tool testing activities and roll-outs

01/03/2020 – 31/12/2020 Cluj Napoca, Romania

INTERNSHIP STEELCASE SRL

Provide support for analytical tasks/activities (e.g. discount & net prices analytics)
Work on ad-hoc projects such as: gathering competitive intelligence, performing win-loss analyses, conducting market price research, etc.
Prepare pricing reports and dashboards, monitor performance, and lead continuous improvement actions
Support contract management activities (e.g. update plans, conduct performance reviews)
Help the team manage the daily pipeline of pricing requests through effective prioritization
Develop relationships with stakeholders from other teams who work closely with Pricing such as Finance, Marketing, Sales and Contracts
Collaborate closely with Pricing Analysts/Managers and the Sales teams to create, maintain and reflect pricing conditions in our workflow tools
Help document, structure, and optimize pricing processes

01/09/2019 – 31/12/2019 Cluj Napoca, Romania

SALES ASSISTENT TOMMY HILFIIGER - SARKKROM TRADING

Provide excellent customer service
Meet sales targets
Replenish stock
Keep the sales floor to a high standard
Give personalized customer service and style advice
Take customer payments and complete customer orders
I was expected to make sure the shop is neat and tidy and fully stocked. I was also answering phone queries.

● **EDUCATION AND TRAINING**

01/10/2021 – CURRENT Cluj-Napoca, Romania

PHD STUDIES FACULTY OF ECONOMIC SCIENCES AND BUSINESS ADMINISTRATION, UBB

Research methodology and academic writing techniques
Introduction to econometrics
Advanced statistics for academic research in business
Advanced econometrics

Address Strada Teodor Mihali 58-60, 400591, Cluj-Napoca, Romania

01/10/2019 – 30/06/2021 Cluj-Napoca, Romania

MASTER'S DEGREE FACULTY OF ECONOMIC SCIENCES AND BUSINESS ADMINISTRATION, UBB

Stochastic processes and models
Computational estimation methods
Software for statistical and econometric analysis
Bootstrap methods
Actuarial statistics
Spatial econometrics and panel econometrics
Econometrics of time series
Data mining and simulation
Scoring methods

Address Strada Teodor Mihali 58-60 , 400591 , Cluj-Napoca, Romania

01/10/2016 – 30/06/2019 Cluj-Napoca, Romania

BACHELOR'S DEGREE FACULTY OF ECONOMIC SCIENCES AND BUSINESS ADMINISTRATION, UBB

Financial and actuarial mathematics
Economic informatics
The bases of econometric
Statistical software

Financial Accounting
Analysis of time series and forecasting
Data analysis
Descriptive statistics
Statistical inference
Portfolio management
Econometric modeling

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● **LANGUAGE SKILLS**

Mother tongue(s): **ROMANIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C1	C1	C1	C1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● **DIGITAL SKILLS**

Data Science | Data Collection, Data Processing, Data Analysis, Data Visualization | Sql Programming | Microsoft Office | Organizational and planning skills | Decision-making | Team-work oriented | Motivated

● **DRIVING LICENCE**

Driving Licence: B

● **PUBLICATIONS**

2025
[Exploring the Interplay between Audit Standards and Investment Patterns: A Cluster-Based Analysis of FDI and FPI Across Nations](#)

This study examines the impact of Strength of Audit and Reporting Standards (SARS) on Foreign Direct Investment (FDI) and Foreign Portfolio Investment (FPI) across 84 countries (2007–2017). SARS enhances transparency, reduces information asymmetry, and fosters investment efficiency, boosting investor confidence. Using Compound Annual Growth Rate (CAGR), clustering methods, and regression analysis, the study evaluates how governance quality shapes investment flows. The findings reveal SARS significantly influences portfolio investments, attracting higher FPI through better governance, while its effect on FDI is weaker due to FDI’s reliance on long-term factors like market size and resources. Clustering analysis highlights that developed economies with robust SARS consistently attract investments, whereas resource-dependent nations with weaker governance face challenges despite their natural wealth. Strengthening SARS through international standards, enforcement, and region-specific reforms is crucial for attracting foreign investments and fostering economic resilience. For investors, SARS is a reliable indicator of market stability, particularly for guiding portfolio investments. SARS plays a pivotal role in shaping global investment patterns, especially FPI, making its improvement essential for sustainable growth and investor confidence.

Vinasi, I. (2025). International Journal of Academic Research in Accounting, Finance and Management Sciences, 15(1), 01–26.

2025
[Diversity Perceptions and Organizational Commitment as Predictors of Performance and Satisfaction](#)

This paper examines the impact of employee perceptions of diversity management (DM) on individual outcomes, such as job satisfaction, organizational commitment, and workplace performance, in the context of Eastern Europe, focusing on Romania. It aims to address gaps in the literature by exploring individual-level dynamics of DM, which have been largely overlooked compared to organizational or group-level analyses. Additionally, the study integrates frameworks such as Social Identity Theory, Similarity-Attraction Theory, and Resource-Based Theory to conceptualize how perceptions of inclusiveness influence employee attitudes and behaviors. A quantitative analysis was conducted using validated instruments to measure perceptions of DM, job satisfaction, organizational commitment, and individual performance among employees from various industries in Romania. The dataset includes responses collected over a specific timeframe, ensuring robust statistical analysis. The main findings of the study reveal that: (i) Positive

perceptions of DM are significantly associated with improved workplace performance, mediated by organizational commitment. (ii) Positive perceptions of DM are significantly associated with improved job satisfaction, mediated by organizational commitment. These findings provide actionable insights for organizations operating in socio-economically transitioning economies like Romania. The study contributes to the literature by applying classical theories in an Eastern European context and offers practical strategies for designing and implementing effective DM initiatives that promote inclusiveness, reduce intergroup conflict, and enhance employee engagement.

Vinași, I. (2025). Diversity perceptions and organizational commitment as predictors of performance and satisfaction. *International Journal of Research in Business and Social Science* (2147- 4478), 14(2), 91–107.

2025

The Impact of Audit and Reporting Standards on Foreign Investment Flows - A Global Analysis

This article explores the relationship between audit and reporting standards (SARS) and foreign investment flows, particularly focusing on portfolio investments (FPI) and foreign direct investments (FDI). Our descriptive econometric analysis highlights significant regional disparities, with developed regions like Western Europe, North America, and East Asia exhibiting higher SARS, leading to greater investor confidence and a preference for portfolio investments. In contrast, developing regions, such as Africa, Latin America, and South Asia, often have lower SARS, which poses risks for portfolio investors and fosters a reliance on FDI due to perceived stability. The study, also examines the implications of GDP per capita and overall GDP growth in relation to foreign portfolio investments. Ultimately, the article underscores the need for policy reforms aimed at enhancing audit and reporting standards in developing regions to attract more foreign investments, thereby fostering economic growth and stability.

Vinași, I., 2025. The impact of audit and reporting standards on foreign investment flows - A global analysis. *Review of Economic Studies and Research* Virgil Madgearu, 18(1), pp.189-228.

● **CONFERENCES AND SEMINARS**

20/02/2025 – 22/02/2025 Sharjah, UAE

Fourth International Conference on Mathematics and Statistics (ICMS)

I have delivered a presentation entitled "The impact of audit and reporting standards on the dynamic model of foreign portfolio investment".

25/09/2024 – 28/09/2024 Bucharest, Romania

Dynamics of Socio-Economic Systems (DYSES)

I have delivered a presentation entitled "The impact of audit and reporting standards on the dynamic model of foreign portfolio investment".

24/06/2024 – 26/06/2024 Cluj-Napoca, Romania

Annual Scientific Conference of Romanian Academis Economists from Abroad (ERMAS)

I have delivered a presentation entitled "Effects of SARS on Tradeoff Between FPI and FDI", in the special PhD Session.

04/06/2024 – 05/06/2024 Milan, Italy

International Conference on Educational Statistics and Statistical Methods (ICESSM)

I have presented a papper looking at the "Influences of auditing/reporting standards on the trade-off between FPI and FDI".

10/04/2024 – 11/04/2024 Venice, Italy

International Conference on Recent Advances in Economics, Finance and Statistics (ICRAEFS)

Under the theme "Educational Statistics and Statistical Methods" i have presented a papper looking at the "Effects of strength of auditing and reporting standards on tradeoff between FPI and FDI".