**“ANDY”**

**MSc – BSc – EDC**

United Arab Emirates

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**PROFILE**

A hands-on management professional and business owner with 25+ years’ change experience transforms strategic planning into impressive profits. Broad-based background in engineering, manufacturing, maintenance services and fit-out, believes in practical leadership as key of success. Outstanding results in revenue growth achieved through a combination of creativity, know-how and leading by example.

**HIGHLIGHTS:**

* Turned around underperforming company to a strong business player
* Managed assets, coordinated construction sites and set up large factories & maintenance facility
* Prepared feasibility analysis and case studies building up financial confidence, finalized with investment decisions
* Patent proposal – invented automatic-headed lifting device with universal applications in material handling
* Start-up 4 successful businesses in manufacturing, maintenance, fit-out and FMCG

**KEY SKILLS**

* Management – project, change, time, CI, KPIs, metrics, operations, logistics, staff supervision
* Finance & Budgeting – P&L / cost, balance sheet, ERP, budget & variances, profit center, ROI
* Strategic – business planning, modeling, risk assessment, boards’ linking
* Business Development – start-up, CRM, SLA, contract negotiations, CAPEX / OPEX, NPD, AMC, OEM
* Engineering – optimization, design, innovation, preventive maintenance, TPM, FEED, EPC, MEP, FMEA
* Leadership – team player, problem solving, training / coaching, resolving disputes, soft skills

**CAREER HISTORY**

**TECHNICAL CONSULTANT / PART-TIME Mar. 2016 – Present**

UNITED EASTERN TECHNICAL MANAGEMENT & TRAINING – Oil & Gas, Dubai / UAE

* Revised and upgraded the training material for SOLAR TITAN-130 Gas-Turbine courses (design & construction, RAMS and maintenance)
	+ Reviewed and updated job descriptions assigned for competency level I and II mechanical engineers.

**Achievements:**

* Changed the dynamics of the training material through practical examples and thus creating an interactive approach to the course outline.

**GENERAL MANAGER / CONTRACT Jul. 2015 – Mar. 2016**

GULF ICE & MODERN ICE FACTORIES – Industrial Manufacturing, Sharjah & Dubai / UAE

* Restructured the operations and increased personnel efficiency for all 4 factories, by implementing cost-profit centers, KPI’s and metrics
* Established reporting criteria related to productivity, costing, quality, stock ordering and inventory for the plant managers leading 200+ employees
* Adopted innovative manufacturing and maintenance techniques for water treatment through R/O and heating/freezing processes; reduced the production time and saved on raw material and electricity consumption.

**Achievements:**

* Increased net profit from US$ 55,000 to US$ 650,000 in only 6 months
* Initiated new selling strategy – “seasonal price” – based on competitors’ strengths and customer-collated business intelligence which secured additional 30% in sales and 7% in market share.

**GENERAL MANAGER / OWNER Apr. 2009 – Jul. 2015**

QUALITY BAKERY - FMCG, UAQ / UAE

* Managed operations (revenue/cost/budget), with active role in business development and customer service
* Introduced the HAZOP practices and obtained HACCP accreditation.

**Achievements:**

* Improved monthly cash flow by 20% through “purchasing on demand” controlling the inventory up to100% accuracy
* Developed a range of bakery products, which became a local trademark and enhancing the sales with 18%.

**DEPUTY GENERAL MANAGER / OPERATIONS Aug. 2008 – Mar. 2009**

ABANOS DECORATIONS – Interior Fit-Out, Sharjah / UAE

* Chaired weekly meetings based on 6 head managers’ reports for production, estimation, procurement, accounting, sales and supply chain
* Periodically reported to the GM and MD the invoicing status and made proposal for the annual budget
* Audited suppliers’ QA / QC work packages and follow up on projects’ progress, deadlines and final handover
* Implemented the lean manufacturing process; defined & embedded Standard Operating Procedures (SOP)
* Supervised and motivated 750 workforce and 90 staff members, based on effective communication and process knowledge.

**Achievements:**

* Coordinated construction deadlines for expansion into a new joinery factory estimated at US$ 8.5M
* In charge of plant layout and acquisition of additional equipment valued at US$ 1.2M
* Optimized the logistics, adding US$ 450,000 to the annual performance.

**FACTORY MANAGER Feb. 2007 – Aug. 2008**

GLASSHOUSE – Architectural Glass & Aluminium, Sharjah / UAE

* Planned and coordinated the sequence of operations, workload and priorities related to daily activities by managing the movement of goods into and out of 2 production facilities
* Responsible for warranty issues, reporting and feedback with project developers for aluminium & glass work
* Ensured compliance with EH&S regulations for hazardous environment.

**Achievements:**

* Designed and built a glass painting booth, eliminating US$ 6.7M cost for purchasing a full coating line
* Generated US$ 750,000 extra savings through machinery refurbishment
* Architectural facades projects for: Dubai International Airport Terminal 3, Palm Jumeirah Monorail stations, Dubai Mall and Mirdiff City Center totaling US$ 165M+ value.

**GENERAL MANAGER Jun. 2003 – Dec. 2006**

AMIDA GULF – Industrial Manufacturing & Maintenance Services / UAE & Canada

* Set up an international branch involved in manufacturing of transmission gears and power generation equipment services (pumps, valves, compressors, speed-reducers, PG and high-torque couplings)
* Trained and guided the field service technicians ensuring on-time delivery and customer satisfaction

**Achievements:**

* Achieved profitability of US$ 0.8M clearcashafter ROI, for a 2-year business cycle
* Started a standalone division - Maintenance, Repair & Overhaul (MRO) for heavy machinery, forklift trucks and ground support equip. (GSE), augmenting the overall profit with 25%.
* Created and introduced a marketing campaign, "rotating equipment diagnostic report" related to machine availability, which exceeded the yearly projected income of US$ 300,000.

**SENIOR RELIABILITY SPECIALIST (RMS – Reliability, Maintenance & Safety) Jul. 1999 – Mar. 2003**

* BOMBARDIER AEROSPACE – Aviation Industry, Montreal / Canada

**AIRCRAFT ENGINE MAINTENANCE TECHNICIAN - Earlier Experience / Canada & Romania 1983 – 1999**

* ROLLS ROYCE, Canada, ESSENTIAL TURBINES, Canada & TAROM Airlines, Romania

**PROFESSIONAL CERTIFICATION**

**EDC** – Executive Development Certificate Mc. Gill University, Canada 2003

**MSc** –Mechanical Engineering University of Montreal, Canada 1999

**BSc** – Mechanical Engineering Polytechnic Institute of Bucharest Romania 1991

**Nationality:** Canadian / Romanian **Languages**: English (Business), French (Fluent) & Romanian (Native)