

PERSONAL INFORMATION

**RUSU IGOR**



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Sex Masculin | Date of birth 28/12 | Nationality MOLDOVEAN

WORK EXPERIENCE

November 2016 – present

Director

**State enterprise “Center for Applied Metrology and Certification” (CMAC)**

28, street Eugen Coca, city Kishinev, Republic of Moldova, [www.cmac.md](http://www.cmac.md)

**Main activities and responsibilities:**

1. Determining the company’s strategic objectives and policies;
2. Preparing and implementing comprehensive business plans to facilitate achievement;
3. Monitoring progress towards achieving the objectives and policies;
4. Application of long –term trends indecision manking;
5. Accounting for the company’s activities to relevant parties, e.g. shareholders;
6. Communicating and maintaining of trust relationships with shareholders, business partners and authorities;
7. Overseeing the company’s financial performance, investments and other business ventures;
8. Delegating responsibilities and supervising the work of executives providing guidance and motivation to drive maximum performance;
9. Reviewing and improving of the quality of provided services;
10. Adjustig of national metrology regulations to EU stadarts ad directives;

The implementation of a new efficientization policy lead to the increase of the annual turnover of the entreprise by 125%( from 27000000 MDL(2016) to 34000000 MDL(2018)).

**Business or sector:** services in the field of conformity assessment (inspection, product certification, food testing, industrial testing, metrology, training).

April 2014 – November 2016

Scientific director

**National Institute of Metrology (INM)**

28, street Eugen Coca, city Kishinev, Moldova, Republic of, [www.inm.md](http://www.inm.md)

**Main activities and responsibilities:**

1. Planning, organizing, coordinating and controlling metrology research activities;
2. Planning, organizing, coordinating and controlling the development of national standards in the field of metrology;
3. Organizing and managing the work of the Technical and Scientific Council of the Institute;
4. Promoting cooperation between government, private sector, educational institutions and foreign partners;
5. Managing the development of metrological infrastructure of the country;
6. Cooperating with local and foreign organizations in the field of measurement technologies and traceability;

**Business or sector:** public institution / the field of metrology

January 2014 – March 2014

Senior specialist of the Survey and Control Department

**Surveillance and control service, Monitoring and Control Department, National Regulatory Agency for Electronic Communications and Information Technology of the Republic of Moldova (ANRCETI)**

134, Ștefan cel Mare, Blvd., MD-2012, Chishinev, Republic of Moldova, [www.anrceti.md](http://www.anrceti.md)

**Main activities and responsibilities:**

1. Supervising the activity of the national electronic communication market participants;
2. Monitoring clients needs and expectations;
3. Applying sanctions according to the national legislation;
4. Controlling the quality of electronic communication services;
5. Identifying relevant markets;
6. Analysing the application of legal procedures in the field of electronic communication and informational technologies;
7. Elaboration of regulation documents;

**Business or sector:** public administration

August 2012 –  
January 2014

**Executive Director****LTD “Carilia”**

127, street 31 August, Kishinev, Republic of Moldova

**Main activities and responsibilities:**

1. Guiding and maintaining of the company's performance;
2. Developing strategic operating plans, leading strategy for new development and clients;
3. Determining annual unit and gross-profit plans by implementing marketing strategies; analyzing trends and results;
4. Building an effective team by guiding ad trainings offered to subordinate managers;
5. Ensuring the proper execution of the company's mission;
6. Elaborating effective systems for tracking progress and evaluation;

**Business or sector:** private sector / marketing / advertising services

February 2006 –  
August 2012

**General director****LTD “Loratrans”**

127, street 31 August, Kishinev, Republic of Moldova

**Main activities and responsibilities:**

7. Guiding and maintaining of the company's performance;
8. Developing strategic operating plans, leading strategy for new development and clients;
9. Determining annual unit and gross-profit plans by implementing marketing strategies; analyzing trends and results;
10. Coordinating the development of key performance goals;
11. Evaluating and deciding upon key investments;
12. Evaluating the effectiveness of marketing programs and recommending improvements;
13. Organizing and holding regulate team meetings;
14. Identifying new business opportunities;

As result of a successfull management and development, the company, created with a minimal equity capital 5400 MDL has been sold at a price of 2800000 MDL.

**Business or sector:** private sector / sales/rent cars

November 2005 –  
December 2005

**Customer service coordinator****S.A. „Bank of finance and commerce”**

74, Ion Creanga street, Kishinev, Republic of Moldova

**Main activities and responsibilities:**

1. Promoting the image of the bank;
2. Analysing products offered by competitors, optimizing services and products organization;
3. Identifying the structure of the market: current clients, potential clients, analysing requests and tenders;

4. Developing marketing materials;
5. Determining customers' needs and providing solutions;
6. Providing operational support;
7. Selling bank products and services;

Business or sector: **banking sector**

January 2004 -  
November 2005

Loan officer

**S.A. „Social bank”**

61, Mitropolit Gavriil Banulescu-Bodoni street, Kishiev, Republic of Moldova

**Main activities and responsibilities:**

1. Registration and tracking of loan/credit granting and repayment operations and the collection of interest at the current terms;
2. Verification and analysis of financial documents submitted by the client;
3. Interviewing applicants to determine financial eligibility;
4. Tracking the execution of the loans/credits and the financial situation of more than 100 clients in the portfolio;
5. Reporting on taken decisions;
6. Completing loan contracts and documentation;
7. Performing specific bank operations;

Business or sector: **banking sector**

January 2002 –  
January 2004

Sales manager

**LTD „Prima-gaz-apa”**

780/A, sos.Muncesti street, Kishinev, Republic of Moldova

**Main activities and responsibilities:**

1. Coordinating sales distribution;
2. Statistical analysis of sales;
3. Monitoring customer preferences;
4. Organizing trainings;
5. Establishing and maintaining customer database;
6. Maintaining sales volume;
7. Reviewing operational records and reports;
8. Advising dealers and distributors on policies and operational procedures;

Business or sector: **Heating systems sale**

## EDUCATION

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- |           |   |
|-----------|---|
| 2017      | Academy of Public Administration of Republic of Moldova<br>Master in Political Science                                    |
| 2003      | The Academy of Economic Studies of Republic of Moldova<br>Faculty Banks and Stock exchanges<br>Bachelor degree in Economy |
| 1998      | Gymnasium Stefan cel Mare, city Chişinău, Republic of Moldova   |
| 1995-1997 | High school “ Iulia Haşdeu”, city Bucureşti, Romania  |

**TRAINING**

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- March 2019 Training: **Controlling Corruption through Law Enforcement and Prevention**
  
- June 2018 Training **"Workshop comparative aspects: ISO/IEC 17011:2017**, Certificat nr. 117"

Organized by the **National Accreditation Center of Republica of the Moldova (MOLDAC)**
  
- February 2018 Training **"Internal auditor ISO 9001"**, Certificate nr. 1/02/18/100/346

Organized by the **TUVKarpal Romania**
  
- February 2018 Training **"Quality Manager"**, Certificate nr. 1/02/18/100/330

Organized by the **TUVKarpal Romania**
  
- October 2017 Training **"ISO/IEC 17065 Conformity Assessment –Requirements for Bodies Certifying products, Process, and Service"**, Certificat of participation nr. IRSA-02/2017-01

Organized by the **Turkish Standards Institute (TSE) with the Framework of Inter-Regional Standardization Association (IRSA), Turkey, Antalya**
  
- January 2017 Training **"Audit process of quality management systems SR EN ISO 19011:2011 and SR EN ISO 9001:2008 and complying with the requirements of the SR EN ISO/CEI 17021-1:2015"**, Certificat nr. 0041293

Organized by the **PRISMA Quality SYSTEMS, Romania**
  
- October 2016 Training **"TS EN ISO/IEC 17020 Conformity Assessment- Requirements for the Operation of Various Types of Bodies performing Inspection "and" TS ISO 31000 Risk Management"** Certificat nr. ISRA-02/2016-01

Organized by the **Turkish Standards Institute (TSE) with the Framework of Inter-Regional Standardization Association (IRSA), Turkey, Antalya**
  
- June 2015 Seminar: **Preparation of calibration procedures in the electricity field**
  
- 2015 **Theoretical and practical courses of accounting and financial accounting, Qualification: accountant**

**"IMI-NOVA" International Management Institute**

**PERSONAL SKILLS**

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Mother tongue(s) Romanian language

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English language	C1	C1	C1	C1	C1
French language	B1	B1	B1	B1	B1

Russian language

C2

C2

C2

C2

C2

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user  
[Common European Framework of Reference for Languages](#)

Communication skills

active listening  
 good written and verbal communication skills  
 confident, articulate, and professional speaking abilities (and experience)  
 excellent presentation and negotiation skills

Organisational / managerial skills

leadership skills, planning, organisation and delegation  
 problem-solving, decision-making  
 excellent prognosis skills and development programs  
 development strategies  
 punctuality  
 capacity to work under pressure, time management  
 evaluation and monitoring of performance, programs, processes and events

Job-related skills

ability to convince others  
 experienced in successful management of diverse groups of people  
 proven adaptability to differing cultural and business environments  
 thrive in a team environment  
 conflict management  
 planning and organization  
 competitive attitude  
 flexibility and quick adaptation

Driving licence

driving licence category: B