

# Felix Crudu Tesloveanu

Adress:

Date of birth:

Tel.

Email:

Marital status:

## EXPERIENCE

- **January 2020 – Present - General Manager of Rompetrol Rafinare S.A.**
- **June 2019 – Head of COO Office KMG Rompetrol**
- **June 2017 – May 2019 General Manager Rominserv Valves Iaifo Zalau**
- **January 2016 – May 2017 General Manager Rompetrol Moldova**
- **2001 – 2015 Rompetrol Downstream**
  - **January 2014 – June 2015 General Manager**
    - Main responsibilities:
      - Leading, guiding, directing and evaluating the work of executive leaders, in accordance with the organization's plans, objectives, internal procedures and regulations
      - Formulating and implementing the strategic plan that guides the direction of the organization.
      - Budget execution – sales and profitability
      - Business development - Investment execution plan
      - Evaluating the performance of the entire organization trough a strong KPI's mechanism
      - Maintaining awareness of both the external and internal competitive landscape, opportunities for expansion, customers, markets, new industry developments and standards
      - Representing the organization for civic and professional associations
      - Budgetary forecasting
      - Retail Network development
  - **July 2012 – December 2013 - Deputy General Manager**
  - **February 2010 – July 2012 - General Manager**
  - **May 2009 – January 2010 - Operations Director**
  - **March 2008 – April 2009 – Sales Director**
  - **October 2006 – March 2008 - Regional Sales Manager**
  - **September 2005 – October 2006 - Regional Sales Coordinator**
  - **May 2001 – September 2005: Gas Stations Coordinator**

**1988 – 2001: PETROMIDIA NAVODARI REFINERY**

- 1998 – 2001 - Gas Station Manager
- 1988 – 1998 - Petromidia Refinery

**Education:**           **Codecs Bucharest - Performance Management**  
**Dimitrie Cantemir University Constanta – Commercial Management**

**Skills:**               **PC literate**  
**English language**

**Trainings:**           **Conselleo – Consultative Sales, Sales Leadership**  
**Situational Leadership**  
**Predictive Index**