

Felix Crudu Tesloveanu

Adress: Constanta, 62 Soveja Blvd

Date of birth: 06.07.1970

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Marital status: Married/ 1 child

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 through 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