

# Gheorghiuță Agafiței

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## Professional experience

**State Counsellor in the Prime Minister's Chancellery | Government of Romania** [www.gov.ro](http://www.gov.ro) | December 2021 - Present

**Advisor to the Minister of National Defence - MApN** [www.mapn.ro](http://www.mapn.ro) | March 2021 - present

**Advisor to the Prime Minister's Office | Government of Romania** [www.gov.ro](http://www.gov.ro) | February 2020 - January 2021

- Develop a relationship at government level with various actors in the private sector in order to implement and adapt current legislation to private market requirements.

**Deputy Director-General | ADP Sector 5** - [www.sector5.ro](http://www.sector5.ro) | March 2018 - September 2019

- Management of a public institution with 125 employees and an annual budget of EUR 5 MILLION;
- Administration and implementation of the annual budget (salaries, investments, current expenditure, etc).

**Member of the Board of Administration and Chairman of the Board of Administration - since December 2016 | Romaero S.A.** [www.romaero.com](http://www.romaero.com) | July 2016 - April 2017

■ Supervision of commercial and contracting strategy with military (Ministry of National Defence-MApN) and private operators (AIRBUS, BLUEAIR, etc);

■ Development of a recovery strategy;

■ Optimisation of operational costs;

■ Redefinition of internal structures and organisation chart.

**Personal Advisor Deputy Prime Minister | Ministry of Economy, Trade and Business Relations** [www.economie.gov.ro](http://www.economie.gov.ro) | February 2016 - February 2017

- Responsibilities regarding large state companies (Romaero - supervision of offset contracting, development of contractual relationship with MApN and other private contractors, Transelectrica, etc.) as well as institutions subordinated to MECRMA: CPP1 Bușteni, ANT, etc.;
- Reorganisation and optimisation of MECRMA in terms of operational processes and cost efficiency.

**Director General | ADP Sector 5** - [www.sector5.ro](http://www.sector5.ro) | October 2015 - July 2016

■ Managing an organisation with 150 employees and an annual budget of EUR 5 MIL;

- Administration and implementation of the annual budget (salaries, investments, current expenditure, etc.);

- Implementation of an extensive street rehabilitation program in sector 5.

**Member of the Board of Administration | AES S.A. - Sector 5 | November 2015 - July 2016**

- Approval of the budget and investment plan;

- Redefinition of the organisation chart and internal structures.

**Director - General | Ministry of Transport - Railway Assets Management Company SAAF SA | November 2013 - September 2014**

- Management of a company with 30 employees;

- Designing and implementing a new direction for the development of the company;

- Drawing up short, medium and long-term development plans;

- Implementing the short-term development plan;

- Reorganisation of the staffing scheme;

- Recovery of debts and settlement of arrears.

**Head of Control and Anti-Fraud Department | State Property Agency**

[www.domeniilestatului.ro](http://www.domeniilestatului.ro) | September 2012 - October 2013

- Control of the activity of the institution, its employees and compliance with contractual conditions by third parties;

- Control of more than 1000 contracts with third parties for an approximate area of 300,000ha of agricultural land;

- Proposal and implementation of sanctions;

- Monitoring the implementation of the processes of realignment to contractual conditions.

**Consultant (Alfaparf Romania) January 2012 - September 2013**

- overseeing the coordination of objectives and strategies with the overall development directions;

- marketing strategies, product launches, POSM design.

**Consultant | Maxipet Romania | January 2010 - March 2010 – based on a project**

- Adapting the company's strategy to the specific Romanian market;

- Brand communication according to local market needs;

- Creation and implementation of a launch campaign.

**Brand Manager | Procter & Gamble | July 2005 - May 2008**

- Local development of brands by increasing market share and turnover

- Coordination of a team of 8 people;

- Constant monitoring and adjustment of the budget according to sales and results;

- Designing and implementing the marketing plan and budget.

## Education

**2000 - 2005 The Faculty of Communication and Public Relations ([www.comunicare.ro](http://www.comunicare.ro)) within SNSPA ([www.snsna.ro](http://www.snsna.ro))**

- Specialisation: institutional communication, marketing and PR
- Graduated with a grade of 9.23

**2011-2015 | University of Bucharest, Faculty of Foreign Languages and Literatures, Master**  
(studies completed - dissertation in progress)

### Other courses and certifications

- UNAP - National Defence College Security and Good Governance Course (2021)
- Prince2 Foundation - Project Manager - international certification in project management (2020)
- AGILE certification
- Microsoft Excel Core 2016 certification
- Project Manager for European Funds (2013)
- Romanian Banking Institute - Broker Certificate (2008)
- School of Arts: Art of Photography - Professional Photographer Diploma – 2010

## Abilities

### Foreign languages

- English (fluent) C1
- Italian B1
- French (conversation level)