

MIHAI DANIEL ANITEI

Personal Information

Date of birth: 16.12.1969
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Motto:

Pleasure in the job puts perfection in the work.

Resume:

2012 – Present
Chairman of the Agriculture Committee of Fertilizers Europe
2016 – Present
Member of the Administrative Board – Ameropa Grains
2016 – Present
Member of the Administrative Board – Chimpex
2016 – Present
Member of the Administrative Board Oil Terminal

- Experience working in multicultural environments;
- Over 20 years of experience as General Manager in corporate companies;
- Experience in drafting the management for purchase projects, procedures and people guidance;
- Graduate of Business Management: excellent knowledge of the financial-accounting tools and techniques;
- A spiritual entrepreneur with very good ability to interact with humans, ability to adapt to changing work tasks, crises situations and ability to take responsibilities;
- Negotiation ability, quick judgement and ability to synthesize;
- Good knowledge of the laws and procedures from Romania and European Union;
- Advanced English speaker, medium Italian and French speaker;
- Excellent knowledge of MS Office & SAP.

Professional Experience:

June 2012 – Present

General Manager – Azomures

With a history of over 50 years, Azomures is the most important manufacturer of agricultural fertilizers from Romania, providing the farmers with mineral fertilizers with Azote (N) and NPK type complex. In the spring of 2012, the company Azomures became the owner of Ameropa Holding, one of the most important cereal and fertilizers traders worldwide.

Responsibilities:

- To identify the development trends and to implement the best strategies in order to develop the company and to streamline its activity;
- To settle the goals specific to each department, to supervise and provide support for implementing the plans, politics and procedures;
- To supervise every operation, special projects and business activities according to the direction settled in the strategic plan for achievement of the expected results;
- To assure a climate of communication and encouragement for the initiative which has to contribute to achieving the settled goals;
- To evaluate the organization success for achieving the performance indexes. To assure that each goals is measurable and the results correspond to the one from the business plan agreed upon;
- To analyze each issue and to provide solutions for the company growth;
- To actively participate and to represent the company at a high level at the social events with agri-business, authorities, business groups, partners and collaborators;
- To continuously supervise the trends of the industrial market and to identify the development opportunities;
- To supervise and to manage various investment projects with a value between 0.3 – 240 mil. €

September 2012 – Present

Chairman of the Agriculture Committee of Fertilizers Europe

The Fertilizers Europe Association represents at the highest level the fertilizers industries from Europe.

The objective of the Agriculture Committee is:

- To develop tools for promoting the role of the fertilizers in the European agriculture;
- To anticipate and prepare for the future situations regarding the environment problems in agriculture;

- Market related issues: fertilizers consumption forecast, factors, linked to EU enlargement;
- The agri-business market trends: fertilizers consumption forecast, to follow the factors associated with the EU legislation.

June 2010 – June 2012

General Manager of Greif Flexible for Romania & Ukraine

November 2009 – 2010

SWAROM – Swareplex – part of SWAROWSKI Group

Position: General Manager

October 2007 – October 2009

Saint-Gobain Glass Romania is part of the Glass Division of Saint-Gobain Group – international leader of the habitat and building markets, they design, manufacture and distribute building materials, providing innovative solutions to respond the increasing demand in the emergent economies regarding energetic efficiency and environmental protection.

Position: Industrial Director and Member of the Executive Committee

Number of employees: 275

Turnover: 80 mil EUR

Responsibilities:

- To prepare and follow the budget for production, logistics and purchases
- Negotiations with the Syndicate
- Negotiations with the local authorities

Achievements:

- Personnel restructuring (40)
- Optimization of production costs (20 EUR)
- Settlement of a new manufacturing line:
- Growth of the number of suppliers for raw materials
- Renewal of the Environmental Authorization
- Implementation of the best practices in the field

June 2006 – October 2007

Company name: Consulting Company

Position: Consultant for business development

Role: Consultant for different companies and investors for new purchases or businesses optimization

Drafting and implementation of a business plan
Courses management: academic, general, authorization internal/external management, compulsory EHS, 5S, Lean Manufacturing
Production flows optimization
Logistics management
Implementation on the side of all operational aspects (maintenance courses and skills, purchases, audit, investment plan)

June 2002 – June 2006

Ductil Steel – Feralpi Siderurgica Ductil Steel Buzau represents, by its wire and wire by-products manufacturing one of the most important players of the specific market in Romania. Number of employees: 2455; Turnover: 115 mil EUR

Position: General Manager and Member of the Administrative Board

Number of employees: 2445

Turnover: 115 mil EUR

October 1999 – June 2002

Agrana Romania AGRANA Romania is one of the most important suppliers of sugar for sugar substitutes and for the soft drinks industry, of international retail sugar sale and, especially, is a supplier for the sugar retailers from small cities and villages from the whole country.

Number of employees: 585

Turnover: 40 mil EUR

Position: General Manager and Member of the Administrative Board

October 1996 – October 1999

Plastilex SA is a private company that produces polypropylene and polyethylene wrappings for the agricultural industry

Position: Assistant General Director

Studies:

1988 – 1994: Technical University Iasi "Gh. Asachi" – Mechanical Engineering

1995 – 2001 Open University Business School

Professional Certificate in Management

- **Competitive Management**
- **Marketing & Public Relations**
- **Financial Management**

**Professional Diploma in Management Business Administration
(MBA)**

Courses:

English Course at “The Swan School of English” Oxford
“Time Management Course” with Fathi Tlatli
“Principles of Cross- Cultural Communication”
“Organising for Action”
“Sales and Distribution Concept” with Roland Berger & Partners GmbH
“The Art of Negotiations” with Roland Berger & Partners GmbH
“Operational Management”
“6 Sigma, Kayzen; DMAIC; WCM; Lean Manufacturing; SAP; 5S
“Industrial Risk Management”

Reiki; Aikido

Foreign Languages:

English – Advanced
Italian – Intermediate
French – Beginner

Thank you for your attention.

Mihai Anitei