

## PERSONAL INFORMATION

## COSMIN GHITA



## WORK EXPERIENCE

09/2017–Present

**Chief Executive Officer**

SN NUCLEARELECTRICA SA (BVB: SNN), Bucharest (Romania)

- SNN: \$700 MM market cap, publicly-listed employee state-owned nuclear power producer delivering 20% of country's energy needs via 2 CANDU-6 700 MW Units with a total workforce of 2,200 and 3 trade unions;
- Achieved a 52% grow on profits for Q4 2017-Q1 2018 in comparison to Q4 2016-Q1 2017;
- Share price growth of 20%;
- Enhanced energy sale strategy for Q4 2017 and 2018 by diversifying presence on multiple energy trading platforms;
- Developed a new nuclear fuel supply strategy and managed first acquisition;
- Implemented KPI-based individual performance sheet in line with a modified salary structure;
- Launched life-extension and refurbishment project for 1 reactor;
- Reviewed and optimized asset management program and IT& security programs.

04/2017–09/2017

**Energy and Mining Advisor to Prime-Minister**

GOVERNMENT OF ROMANIA, Bucharest (Romania)

- Advised Prime-Minister on energy security and energy policy matters;
- Contributed to the development of offshore regulatory and legislative framework;
- Launched an agency reform program for the National Agency for Mineral Resources;
- Developed a new mining law;
- Promoted three interconnector projects as EU projects of common interest for EU funding support;
- Managed Bulgaria-Romania-Hungary-Austria interconnector potential fall-out crisis;
- Mapped energy trends within Romania and regional markets and formulated scenarios for country interconnection strategies.

06/2017–09/2017

**Chairman of the Board**

NATIONAL COMPANY OF URANIUM S.A., Bucharest (Romania)

- Unblocked the previously inexistent revenue stream;
- Selected management team;
- Oversaw the development of a restructuring program and initiated discussions at EU Commission for approval.

11/2016–05/2017

**Government Affairs and Price Reimbursement Manager for Romania and Moldova**

MEDTRONIC ROMANIA SRL, Bucharest (Romania)

- Develop and manage corporate strategic engagement with EU authorities, political business and diplomatic community (identify leads, initiate contact, manage relationships);
- Advocated for budget amendments to the State Budget for 2017 regarding EU funding in healthcare;

- Contributed to hospital reform policy in Republic of Moldova and PPP secondary legislation in Romania;
- Originated and furthered PPPs for the development of hospital new build;
- Developed EU-financed training program for target oncological medical practices in partnership with largest hospital in Romania.

03/2015–04/2017

**Partner**

AMEROCAP, New York City (United States)

- Originated and advised on 80 MM USD farm-in/farm-out mandate in Romanian Black Sea;
- Financial and commercial advisory work for a junior uranium mining start-up in Madagascar;
- Advised global midstream platform start-up on potential transaction in Port of Constanta with Government-owned entity (structure, diligence, government interfacing and deal structuring);
- Advised leading Romanian drilling company on insolvency and capital restructuring process (capital raising, transaction structuring, legal arguments, commercial development);
- Advised a \$184bn US private equity group with their energy investment arm on private placements for junior E&P players Romania (due diligence, price curve, political risk, valuation);
- Advised the State Property Fund of Ukraine on a minority shares privatization structure for state-owned enterprises;
- Advised junior Polish E&P company on farm-out in Kazakhstan;
- Advised US private equity-backed EOR Romania start-up on National Energy Regulator licensing and presented a solution for capitalizing on its associated gas via conversion into electricity.

04/2012–03/2015

**Policy, Government and Public Affairs Advisor; Security Specialist**

CHEVRON ROMANIA EXPLORATION AND PRODUCTION, Bucharest (Romania)

- Develop and manage corporate strategic engagement with EU authorities, political business and diplomatic community (identify leads, initiate contact, manage relationships);
- Conducted advocacy for lift of shale gas moratorium in Romania;
- Advise country management on in-country business opportunities, tax, commercial and political developments within Eastern Europe;
- Worked with EU authorities and EU-wide oil and gas associations to promote implementation of Third Energy package, tax credits in mature fields and development of natural gas from shale;
- Assisted in establishing first onshore oil and gas trade association covering 80% of Romanian Industry;
- Manage 1.2 Million USD social investment budget and tracked investment performance;
- Responsible for managing and ensuring leakage prevention on classified information.

01/2012–04/2012

**International Relations Specialist**

CHEVRON U.S.A. Inc., Washington, DC (United States)

- Evaluating the market and political risks in markets from Eastern Europe and Central Asia;
- Conducted strategic analysis and research briefs in target countries for C-level Corp executives;
- Assisted in organization of AMRO - a Romania-focused DC-based business association.

05/2011–09/2011

**International Relations Specialist**

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- Assisted in organization of AMRO - a Romania-focused DC-based business association.

05/2011–03/2012

**President & Chief Operating Officer**

NUMBERSPAY LLC, Wyckoff, NJ (United States)

- Numberspay.com: CNN-featured college group-buying start-up;
- Developed business model;
- Recruited initial team;
- Planned and implemented the informational architecture;
- Deployed marketing plan and sales support.

08/2008–06/2011

**Junior Technology Assistant**

BATES COLLEGE, IT Help Desk, Lewiston, ME (United States)

- Providing IT maintenance & support to college network users

EDUCATION AND TRAINING

09/2008–05/2012

**Major: Political Economy, Russian; Minor: Economics**

BATES COLLEGE, Bachelor of Arts, Lewiston, ME (United States)

- Distinctions: Magna cum Laude, Phi Beta Kappa, Dana Scholar, Scholarship, President of the Student Body

09/2004–06/2008

**International Baccalaureate Diploma**

AMERICAN INTERNATIONAL SCHOOL OF BUCHAREST, Bucharest (Romania)

- Scholarship

PERSONAL SKILLS

Mother tongue(s)

Romanian

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English (native)	C2	C2	C2	C2	C2
Russian	C1	C1	B2	B1	B2
French	B2	C1	B2	B1	C1
German	B1	B1	A2	A2	B1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user  
Common European Framework of Reference for Languages

Organisational / managerial skills

- General Management
- Restructuring
- Financial and Economic Analysis (modelling)
- Business Development
- Natural Resource and Company Valuation

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user	Proficient user	Proficient user	Proficient user	Proficient user

Digital skills - Self-assessment grid

- Microsoft Office
- SPSS
- Stata
- Excel

ADDITIONAL INFORMATION

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## Publications

- "Limiting Small and Light Weapons' Traffick in the Black Sea Region" Global Affairs Topics (2011). Manchester, NH: St. Anselm College Dodd Center
  
- B Category Driving license