



DANIEL IONUT DRAGOMIR

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OBJECTIVE

Experienced Head of Procurement, with a demonstrated history of working in the energy, oil and gas, mining (coal and salt), Automotive and Production (steel, molds and plastics production). Skilled in Petroleum, Analytical Skills, Power Grid, Occupational Health and Safety Management Systems. Strong procurement professional experienced in Turnarounds and Crisis Management with an Engineering Degree followed by an Economics-Master Degree focused in Business Administration. I want to work in a professional environment in order to express and implement my professional experience, while continuously improving my professional skills, in order to achieve career development.

WORK EXPERIENCE

Head of Procurement 01.10.2018 – present.

Company: CHIMICA GROUP, Cluj-Napoca, Romania

Industry: Automotive and Production (steel, molds and plastics production).

Responsibilities:

- Coordinating the procurement teams of the Procurement departments.
- Coordinating and supervising the Annual Purchasing Program for CAPEX and OPEX for all the Group companies, divided in Indirect and Direct Procurement Categories, covering:
 - General services acquisitions;
 - Products acquisitions;
 - Procurement of various works.
- Managing and monitoring the entire procurement process according to the specific needs of each of the 8 companies within the CHIMICA Group, while continuously seeking for cost optimization.
- Negotiating contracts and establishing purchasing terms during the bids and registering an annual saving.
- Providing continuous information and assistance to the CEO and to the other members of the board, regarding all the contracts status, procurement plan and administrative situations, summarized in analytical reports and presentations.
- Maintaining and developing business relations with all the vendors interested in commercial relations with the company.
- Developing and implementing a specific purchasing strategy along with the functional reorganization according to the Group needs for future development.

Head of Procurement and Facility Management 01.03.2017 – 01.10.2018.

Company: SALROM S.A., Bucharest, Romania

Industry: Salt Mining

Responsibilities:

- Coordinating the procurement team along with the administrative team, made up of 30 members of the Procurement and Facility department, grouped in 7 purchasing and Facility Offices around the country.

Purchasing Annual Program: 250 million RON (approx. 55 mil Euro) CAPEX and OPEX, divided in Indirect and Direct Procurement Categories, covering:

- General services acquisitions;
- Products acquisitions;
- Procurement of various works.

Main Facility management activities undertaken continuously:

- car fleet management and coordinating all drivers;
 - monitoring all the working space conditions (office and not only), on company headquarter based in Bucharest and on the other 7 subsidiaries across the country;
 - managing and continuously monitoring all the contracts needed for a good functioning of the company administrative and industrial buildings and other type of equipment (AC unit, servers, printers, water dispensers, entrance security system, CCTV, salt mills, etc.), along with providing a good maintenance for all these equipment and spaces, when needed.
 - legal contact with government authorities and monitoring all document preparation for all our patrimonial assets, inventories.
 - creating tender books and technical specifications, when services, works or equipment have to be provided.
- Managing and monitoring all the procurement and administrative activities according to the company needs, procedures and national legislation, while continuously seeking for cost optimization.
 - Negotiating contracts and establishing purchasing terms during the bids and registering an annual saving of up to 17%-20% of the Contractual Amount.
 - Providing continuous information and assistance to the General Manager and to the other members of the board, regarding all the contracts status, procurement plan and administrative situations, summarized in analytical reports and presentations.
 - Maintaining and developing business relations with all the vendors interested in commercial relations with the company.
 - Developing and implementing a specific purchasing and facility strategy, functional reorganization according to the company needs for future development.

Head of Procurement – Procurement Division 01.03.2016 – 06.01.2017.

Company: Societatea COMPLEXUL ENERGETIC OLTENIA SA., Tg. Jiu - Gorj, Romania

Industry: Thermo-Energy

Responsibilities:

- Coordinating the procurement team of 60 employees of the Procurement Division, grouped in 2 Purchasing Departments and a Marketing Department. Purchasing Annual Program: 1,2 billion RON (approx. 270 mil Euro), divided in 3 Indirect and Direct Procurement Categories:
 - General services acquisitions;
 - Products acquisitions;
 - Procurement of various works.
- Managing and monitoring all the procurement activities according to the company needs, procedures and national legislation – approx. 3000 bids/ year
- Negotiating contracts and establishing purchasing terms during the bids, while continuously seeking for cost optimization and registering an annual saving of up to 15%-20% of the Contractual Amount.
- Providing continuous information and assistance to the General Manager and to the other members of the board, regarding all the contracts status and procurement plan, summarized in analytical reports and presentations.
- Maintaining and developing business relations with all the vendors interested in commercial relations with C.E.O
- Developing and implementing a specific purchasing strategy, functional reorganization, according to the company needs for future developing.
- Coordinating coal sales, waste sales, ash sales and other types of scraps sales, resulted from power producing process.

Head of Procurement – Procurement Division 10.11.2014 – 10.11.2015.**Company:** SPEEH HIDROELECTRICA SA., Bucharest, Romania**Industry:** Hydro-Energy**Responsibilities:**

- Coordinating the procurement team of 40 employees, grouped in a Procurement Department and a Contract Department with 7 subsidiaries within the country and in Bucharest. Purchasing Annual Program: 450 mil. RON (approx. 100 mil Euro).
- Managing and monitoring all the procurement activities according to the company needs, procedures and national legislation -- approx. 1500 bids/ year, divided in 3 Indirect and Direct Procurement Categories:
 - General services acquisitions;
 - Products acquisitions;
 - Procurement of various works.
- Providing information and assistance to the General Manager, CEO and to the other members of the board, regarding all the contracts status and procurement plan, summarized in analytical reports and presentations.
- Negotiating contracts and establishing purchasing terms during the bids, while continuously seeking for cost optimization and registering an annual saving of up to 20% of the Contractual Amount.
- Maintaining and developing business relations with all the companies interested in commercial relations SPEEH HIDROELECTRICA SA.
- Developing and implementing a specific purchasing strategy, functional reorganization according to the company needs for future developing.

Engineer – Offshore QHSE Advisor/PTW Controller 14.04.2014 – 15.10.2014**Company:** Heerema Marine Contractors Netherlands, Gulf of Mexico**Industry:** Oil & Gas – Offshore construction**Responsibilities:**

QHSE Advisor/PTW Controller on board of DCV Balder, having as client – PEMEX and Chevron with projects of approx. 200 mil. Dollars

- Overseeing the PTW system
- LOTO Management and Inspection
- Implementing HAZOP and HAZIP on site
- Performing Permit to Work Audits
- Daily inspections of the site
- Drawing HSE daily, weekly and monthly Reports

Projects: EKA 2 – Jacket Installations and heavy lifting (Pemex)
AYATSIL B – Jacket Installation and heavy lifting (Pemex)
AYATSIL D – Jacket Installation and heavy lifting (Pemex)
BIG FOOT - Jacket Installation and heavy lifting (Chevron)

Engineer – QHSE Drilling Supervisor 01.11.2013 – 10.04.2014:**Company:** Sakson Drilling and Oil Services, Erbil, Kurdistan**Industry:** Oil & Gas – Onshore Drilling**Responsibilities:**

QHSE Supervisor, coordinating a team of 2 HSE Officers, with projects of approx. 100 mil. Dollars:

- Overseeing the PTW system and performing Permit to Work audits
- Implementing HAZOP and HAZIP on site
- Conducting the HSE meetings on site and attending the daily coordination meetings;
- Performing HSE trainings, induction training and drills
- Daily inspections of the site
- Performing Risk Assessment activities and Job Safety Analysis
- Drawing QHSE specific reports
- QHSE advising to the Rig Management Team

Projects: TAZA 1 (block) - Drilling Rig - OSIL.
TAZA 2 (block) - Drilling Rig- OSIL.

Engineer – QHSE Officer on board of PLV CastorOne 01.10.2012 – 31.10.2013:

Company: Saipem- ENI Group, Gulf of Mexico

Industry: Oil & Gas – Offshore construction

Responsibilities:

HSE Officer on board of PLV CastorOne, working for Chevron in the Gulf of Mexico, USA with projects of approx. 1 billion Dollars:

- Permit to Work Controller (issuing and auditing the permits to work – cold works, hot works and Confined Space entries)
- Performing HSE trainings for approx. 700 employees
- Performing daily inspections of the site, Risk Assessment activities and Job Safety Analysis
- Conducting the HSE meetings onboard and attending the daily coordination meetings;
- Performing specific HSE Reports;
- HSE advising to the Management Team onboard;

Until the end of November 2012, the vessel was in Keppel Shipyard-Singapore, being under construction, giving me the opportunity to participate, as a HSE Officer, to the last phase of its construction and commissioning.

Projects: PLV CastorOne Commissioning in Keppel Shipyard – Singapore.

Jack St. Malo Pipe Lay Construction – Ultra deep water construction/ subsea construction.

QHSE Engineer - Qualification and Vendor Rating 08.04.2011 – 30.09.2012:

Company: Saipem- ENI Group, Bucharest

Industry: Oil & Gas – Offshore construction

Responsibilities:

Assessor for the Qualification and Vendor rating - QHSE department of Saipem:

- Assessing and qualifying all subcontractors, partners and future partners, Offshore division for Saipem Group – Member of ENI Group
- Performing specific HSE Reports
- HSE advising to the Saipem SpA Management Team in Milan, Italy

Energetic Procurement Engineer – Procurement Division 19.02.2008 - 08.04.2011:

Company: ENEL Romania S.A., Bucharest

Industry: Electrical Energy-Power grid

Responsibilities:

- Handling and assessing all types of procurement contracts, finding providers in accordance with the company needs and procedures
- Making sure that the technical specifications and commercial specifications are in line with our request, negotiating prices and signing the contracts
- Signing product and services contracts for all the companies from Enel Group in Romania, followed by their input and monitoring in SAP system
- Forecasting various expenses related to contracts
- Starting with 2010, within the Procurement Division, a new department was created: Qualification, Design To Cost & Technical Support; as the first member of this team, I handled many technical and commercial issues (transformers, energetic equipments, working conditions), trying to find the best solutions to cut the undesired costs of these equipments and of other services
- Participating in the creation and development of the new System of Procurement Qualification and Vendor Rating
- Performing Technical audits and Procurement audits, on vendor's yards and headquarters, both in Romania and Italy.

Administrative Assistant 15.08.2005 - 07.10.2005

Company: CONNEX-VODAFONE, Bucharest

Industry: Telecom

Responsibilities:

- Contributing to the proper development of activities in the logistics department of the company's headquarters, more precisely in the real estate and mail department
- Summer job

EDUCATION

Studies:

2008-2010, **Romanian-American University** - Master Studies in Business Administration.

2003-2008, **Polytechnics University – Bucharest**. Faculty of Power Engineering

1999-2003, **National College "Costache Negri"** from Targu-Ocna, Bacau

Courses, certificates & awards:

2014 - Internal Auditor Certificate ISO 9001, ISO 14001 and OHSAS 18001 – Lloyd's Register LRQA

2013 - B1 OCS US Visa, valid until 2018.

2011 - HSE Specialist Certificate

2009 - Procurement Specialist Certificate IRECSON Institute

2009 - Italian Language Certificate (2009)-Istituto Italiano Di Cultura Vito Grasso

2008 - Private scholarship within Enel Romania

ABILITIES

Foreign Languages (Knowledge level):

English (advanced)

Italian (advanced)

French (beginner)

PC Skills:

PC Operating Knowledge and Windows Office- advanced

SAP MM module – achieved during the participation in implementing this ERP within ENEL