



Valentin Stanculescu

Profile

Enabler, client oriented, team player, adaptable

Seasoned professional, with an extensive experience in a wide range of real estate and infrastructure engagements, from initial contracting and set-up, all the way through implementation, up to delivery and maintenance. Insightful views of the Romanian real estate market, valuable consultancy on market trends and opportunities as available in the new digital era.

Employment History

Business Development & Consultancy Partner, Globaldis Real Estate Romania, Bucharest

2018 – PRESENT

- Manage all aspects of the business, from staff recruitment & related motivation and performance assessment processes, sales strategy formulation & implementation, general financial management, client relationship, marketing & PR;
- One-stop-shop technical & real estate consultancy and sustainability solutions;
- Offering fully integrating design, engineering, construction and consultancy services;
- Providing top real estate services of property cost management, service charge & insurance consultancy and estates management;
- Professional support for real estate investors, owners and occupiers to realize the benefits of developing and implementing sustainability strategies;
- Extras of services provided: Project Management, Project Preparation, Construction Works, Civil Engineering, Property Management, Facility Management, Real Estate Consulting, Sustainability Consulting, Site Development, Wind Farms Development, Photovoltaic Development.

Portfolio Manager, Warehouses De Pauw (WDP) Romania, Bucharest

2017 – PRESENT

Customer Care / Commercial / PR & Marketing:

- Build WDP awareness amongst potential & existing customers / commercial offers based on profitability analysis;
- Open and maintain contact with brokers, chambers of commerce and industry, central and local authorities, industry associations etc;
- Regular on-site meetings to determine tenants additional needs and improvements;
- Marketing actions aimed to increase overall company visibility and services / locations awareness: newsletters, industry catalogues, advertising and articles, fairs and exhibitions, main industry events;
- Identification and participation in main industry events / fairs and exhibitions relevant for WDP's activity;

Industrial Park Titles Process:

- In-house coordination of the application process / file preparation / additional information requests for obtaining the Industrial Park Titles / competitive advantage possibilities (fiscal facilities for tenants and for WDP);
- Liaison with Industrial Park Titles granting authorities / local authorities;

Details

Skills

- Leadership
- Communication Skills
- Ability to Work in a Team
- Adaptability
- Fast Learner
- Problem Solving
- Customer Service
- Teamwork
- Time Management
- 15 year Experience in Middle and Senior Management

Languages

- English
- French
- Romanian
- German

- Regular reports on development of Industrial Parks to relevant authorities;

Property and Facility Management:

- PM / FM contract and contract renewal process;
- Supervise / coordinate PM / FM activity;
- Supervise / coordinate PM – FM provider interaction and help parties reach agreement;
- Supervise / coordinate tenant – PM / FM provider interaction and help parties reach agreement;
- Regular reports on PM / FM provider activity;
- Budgeting and data analysis on PM / FM activity, solutions and optimization process in relation with Operational / Technical department.

Business Development Manager, Warehouses De Pauw (WDP) Romania, Bucharest

2007 – 2017

Direct Sales:

- Approach potential clients in business sectors;
- Build awareness of WDP portfolio amongst potential clients;
- Standard and customized commercial offer design & updates (Proposal writing process owner);
- Account management with potential customers (including visits, site visits, proposal negotiations, follow-ups)
- Assist potential customers in their decision making process (conduct desk research activities aimed at providing potential customers with relevant information on labor force availability, salary levels, interaction with local authorities, etc.);
- Presentation of commercial offers in front of key decision makers;
- Profitability analysis and calculations;

Indirect / Channel Sales:

- Open & maintain the brokers' sales channel;
- Open & maintain the chambers of commerce and industry sales channel;
- Open & maintain the city councils' sales channel;
- Open & maintain the industry associations' sales channel;

PR & Marketing:

- Identification and participation in main industry events relevant for WDP's activity;
- Marketing actions aimed at increasing overall company visibility and services / locations awareness (e.g.: newsletters, listings in relevant horizontal market / industry catalogues, on-line banners and listings, media presence - advertising and articles, participation in most relevant fairs and exhibitions etc.);
- Procurement activities for all of the above mentioned;
- Act as the commercial company interface to the market;

Industrial Park Titles Application Process Owner:

- Coordinate application file preparation (significant savings from the in-house coordination of the application process vs. outsourced);
- Competitive advantage (tax exemption for tenants and for WDP);
- Coordinate information gathering and observe timely submittal of additional information requests;
- Liaison with industrial park titles granting authorities & local authorities;
- Regular reports on development of industrial parks to relevant authorities;

Facility Management Process Owner:

- Consolidate FM RFPs: identify main players on the market and send RFP, follow ups, RFP clarifications & qualifications, collect & evaluate offers, negotiate fees, take part & support the decision making process for the selection of the FM operator, contract negotiation (review & feedback consolidation);
- Supervise tenant – FM provider interaction and help parties reach agreement;
- FM contract renewal process;

Customer Care:

- Direct communication with tenants representatives;
- Regular on-site meetings to determine tenant additional needs and improvements;
- Coordinate timely implementation of measures agreed upon in above mentioned meetings.

Business Development Advisor / Airfreight Consultant, UPS Supply Chain Solutions, Bucharest

2005 – 2007

- Customer interface and assistance;
- Identify new business opportunities for the company;
- Attending meetings with potential customers, design and propose solutions to optimally cover their logistic and transportation needs;
- Implementation, tracking and optimization of supply chain solutions designed;
- Commercial reporting;
- Administration of customs related documents and procedures for logistic operations undertaken;
- Operational tasks related to logistics operations;
- Keeping up to date records and databases of logistics clients

Customer Service & Foreign Trade Consultant, DHL International, Bucharest

1998 – 2005

- Customer interface and assistance;
- Advising on transport / courier & import-export services that optimally cover clients' needs;
- Training and evaluation for new team members;
- Project coordinator for designing the training materials for new customer service agents;
- Winner of the contest for the best performance in selling a newly launched service in the Central and Eastern Europe Area;
- Winner of the contest for the best performance in selling a newly launched service in Romania.

Education

Licentiate in Economic Mathematics, Bucharest University of Economic Studies, Faculty of Cybernetics, Statistics and Economic Informatics

1999

Courses

Communication Management in Image Negotiation, National School of Political and Administrative Studies

IATA / FIATA Training / Cargo Agent Course , International Air Transport Association

Time Management

Customer Care

Sales Awareness