

# Darius Agafitei

## Business Development Director

Positive and goal-oriented thinking, experienced in planning, implementing and managing projects of acquisitions and sales in different markets, respecting the policies and regulations in place.

Specialized in identifying business development opportunities with partners from international markets.

### September 2020 Business Development Director

– present Antibiotice S.A.

#### Build Internal and External Relationships

- identify opportunities to develop and strengthen relationships to advance the business. This can mean building cross-functional teams within the organization by connecting personnel across business lines, or managing external vendor and supplier relations.

- manage customer relations to increase the business's visibility and reputation;

#### Identify Business Opportunities

- identify areas where the business can increase its footprint.  
- identify potential partnerships, opportunities to enhance distribution and open up new markets, and methods to enhance efficiency within the organization's sales and marketing departments.

March 2016

– Aug. 2020

### Export Manager Antibiotice S.A.

- To coordinate, control, train and motivate the team;
- To represent the company in the relations with external partners, authorities;
- To establish and manage the sales and promotion strategies in the territories;
- To report the working plans and the results of the export activity, to propose the plan of corrective measures for achieving the objectives;
- To elaborate and implement the working procedures within the department;
- To respect the internal procedures and the legislation in force regarding the export activity;
- To establish the tasks of team and the priorities in performing these tasks;
- To evaluate the activity of the team and to motivate to increase their performances;
- To evaluate and negotiate the contractual terms of the projects;
- To prepare the annual sales plan, budgets, necessary for the activity ;

Nov.2014 –  
March 2016

### Area Sales Manager – Europe, Rusia & CSI Countries Antibiotice S.A.

- To coordinate the export activity in the assigned area;
- To manage the projects and to coordinate the activities of the members involved, in order to finish the project on time and with the expected results;
- To execute marketing researches to identify new business opportunities;
- To establish and to implement the sales and promotion strategy in the territories;

## Personal Information

### Address

Romania

### Phone

### E-mail

### LinkedIn

<https://www.linkedin.com/in/darius-agafitei-71b36b29/>

### Abilities

Adaptability

Communication

Creativity, Passion

Teamwork, Dynamic

Work Ethic

Positivity

### Skills

Negotiation

Strategic Planning

Communication

Strategic thinking

Proactive

### Software

Microsoft Excel

 Very well

Microsoft Outlook

 Very well


### Acquired Knowledge

(INCOTERMS, Payment Banking Instruments, Romanian Commercial Code, International Legislation, Code of Ethics in Business)

 Very well

### Foreign Languages

English

 Very well

### Driving License

Cat. B – 1998

# Darius Agafitei

## Business Development Director

- To negotiate the contractual terms of the projects, according to the company internal procedures and in conformity with the legislation in force;
- To forecast the annual sales plan and budgets on the assigned area;
- To intermediate the relations with the bank for different financial operations specific to exports;

### Apr. 2004 – Purchasing Manager for APIs and Packaging materials

Nov. 2014  
*Antibiotice S.A.*

- To negotiate the acquisition contracts with external partners;
- To perform market studies in order to identify new suppliers of raw materials;
- To estimate the raw material requirements and to manage the stocks and orders according to the manufacturing plan ;

### Nov. 2003 – Data Analyst for Import & Export Department

Apr. 2004  
*Antibiotice S.A.*

- To create and manage the databases of the Import – Export activity ;
- To prepare the analyses and the reports regarding acquisitions of the raw materials and regarding the exports of the products on foreign markets ;

## Education

---

- 2003 - 2004     **Master / Postuniversity degree**  
"Al. I. Cuza" University, Iasi, Romania  
MBA, Faculty of Economics and Business Administration, Iasi, Planning and Marketing Strategy
- 1998 - 2003     **"Al.I.Cuza" University, Iasi, Romania**  
Faculty of Economics and Business Administration  
Business Information System
- 1994 - 1998     **High School**  
"Stefan Procopiu" High School, Vaslui  
Business System Information

## Trainings

---

- Sep 2019     **Business Intelligence in Business Negotiation** – The Romanian Bank Institute
- Iun 2016     **Constructive negotiations** – Ascendis Consulting
- Feb 2016     **Time Management** – Ascendis Consulting
- Apr 2015     **Payments Management in International Business** - The Romanian Bank Institute
- Mar 2014     **Workshop - 21 Secrets of the Top Sellers** – Coaching4you
- Iun 2014     **Project Management** - Evolutiv Consultants Network
- Iun 2011     **Practical Leadership & Coaching Skills** - TMI Training & Consulting
- Noi 2010     **Essentials of Project Management Program** - TMI Training & Consulting
- Sep 2010     **Communication and Presentation Skills Program** - TMI Training & Consulting
- Dec 2007     **Time Manager – Priorities & Results** - TMI Training & Consulting
- Dec 2007     **Business Presentations** - TMI Training & Consulting
- Apr 2006     **Developing Business Communication** - Interact Communication