



## Șerban Miclea

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**Date of birth:** 28/03/1987 | **Nationality:** Romanian | **Gender:** Male |

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### ● WORK EXPERIENCE

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2018 – CURRENT – Timișoara, Romania  
**LECTURER** – POLITEHNICA UNIVERSITY TIMIȘOARA

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Course: Marketing, Management & Marketing (in English)  
Seminar/project: Marketing, Management & Marketing (in English), Economical Engineering, Engineering and Value Management

Faculty of Management in Production and Transportation | Education

2015 – 2018 – Timișoara, Romania  
**ASSISTANT LECTURER** – POLITEHNICA UNIVERSITY TIMIȘOARA

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Seminar/project: Marketing, Management & Marketing (in English), Economical Engineering, Engineering and Value Management

Faculty of Management in Production and Transportation | Education

02/2015 – 09/2015 – Timișoara, Romania  
**ASSISTANT LECTURER / ASSOCIATE MEMBER** – POLITEHNICA UNIVERSITY TIMIȘOARA

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Seminar/proiect: Public Marketing

Faculty of Management in Production and Transportation | Education

2012 – 2013 – Timișoara, Romania  
**ASSISTANT LECTURER / ASSOCIATE MEMBER** – POLITEHNICA UNIVERSITY TIMIȘOARA

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Seminar/proiect: Marketing

Faculty of Management in Production and Transportation | Education

2011 – 2012 – Timișoara, Romania  
**ASSISTANT LECTURER / ASSOCIATE MEMBER** – POLITEHNICA UNIVERSITY TIMIȘOARA

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Seminar/proiect: Marketing

Faculty of Management in Production and Transportation | Education

2010 – 2011 – Timișoara, Romania  
**SALES ASSISTANT** – S.C. CRESTA PRINT S.R.L

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Maintaining and developing relationship with clients from the managed portfolio;  
Drawing up monthly reports on the sales situation and collection of due payments or penalties;  
Monthly monitoring the advertising materials display and creating the necessary reports;

Keeping permanent contact with the production and installation team of the advertising materials;  
Identifying potential customers and creating bids for the advertising systems in the portfolio.

Out-of-Home Advertising | Other service activities

## ● EDUCATION AND TRAINING

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2015 – 2017 – Timișoara, Romania

**POSTDOCTORAL DEGREE** – Politehnica University Timișoara / Faculty of Management in Production and Transportation

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**Field(s) of study**

- Economics, finance and econometrics.

2011 – 2015 – Timișoara, Romania

**PHD TITLE** – Politehnica University Timișoara / Faculty of Management in Production and Transportation

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**Field(s) of study**

- Engineering and Management

2012 – 2013 – Timișoara, Romania

**PSYCHOPEDAGOGIC TRAINING PROGRAM** – Politehnica University Timișoara / Teaching Personnel Training Department

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**Field(s) of study**

- Educational Psychology, Design and Management of Educational Programs

2009 – 2011 – Timișoara, Romania

**MASTER DEGREE** – West University of Timișoara / Faculty of Economics and Business Administration

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**Field(s) of study**

- Advertising and Sales Promotion

2006 – 2009 – Timișoara, Romania

**BACHELOR DEGREE** – West University of Timișoara / Faculty of Economics and Business Administration

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**Field(s) of study**

- Marketing

2002 – 2006 – Timișoara, Romania

**HIGH SCHOOL DEGREE** – Economic College "Francesco Saverio Nitti" Timișoara

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**Field(s) of study**

- Accounting

## ● COURSES, INTERNSHIPS AND RESEARCH

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09/2017

**RESEARCH INTERSHIP**

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International School for Social and Business Studies (Celje, Slovenia)

[www.mfdps.si](http://www.mfdps.si)

06/2017

**RESEARCH INTERSHIP**

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Center for Research on Economic and Financial Integration (Poitiers, Franța)

[www.crief.labo.univ-poitiers.fr](http://www.crief.labo.univ-poitiers.fr)

04/2013 – 07/2013  
**ERASMUS INTERSHIP**

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PARAGON EUROPE LTD. (Mosta, Malta):  
www.paragoneurope.eu

12/2012  
**NEGOTIATION SKILLS**

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Solver  
www.solver-consulting.ro

01/2012  
**ENTREPRENEURIAL SKILLS**

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Focus Plus  
www.focusplus.com.ro

## ● **LANGUAGE SKILLS**

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**Mother tongue(s):** ROMANIAN

**Other language(s):**

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
<b>ENGLISH</b>	C2	C2	C2	C2	C2
<b>GERMAN</b>	A1	A1	A1	A1	A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

## ● **DIGITAL SKILLS**

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Graphic editors (Adobe Photoshop, Adobe Illustrator) | Social Media Networks (Facebook, Twitter) | Cloud storage (Google Drive, Dropbox) | Statistical analysis software (SPSS, EViews) | Microsoft Office Suite

## ● **DRIVING LICENCE**

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**Driving Licence:** B

## ● **COMMUNICATION AND INTERPERSONAL SKILLS**

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**Good interpersonal and institutional communication capabilities;**

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**Mediation and negotiation skills in a formal or informal context;**

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**Ability to adapt to multicultural environments;**

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## ● **ORGANISATIONAL SKILLS**

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**Proactive and results-oriented;**

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## ● PROJECTS

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2018 – CURRENT

### GOOGLE DIGITAL HUB

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UPT responsible for the implementation of the Google Digital HUB program  
[www.learndigital.withgoogle.com/atelieruldigital](http://www.learndigital.withgoogle.com/atelieruldigital)

### MEMBER OF RESEARCH / IMPLEMENTATION TEAMS

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- "Asigură-ți Viitorul prin Educație și Antreprenoriat" - AVEA - (POCU/379/6/21/6.7/6.9/6.10/123900)
- Economic uncertainty, environmental and energy policies, and macro-financial implications in EU (PN-III-P1-1.1-TE-2019-0436)
- Consulting project: "Study on the impact analysis at regional level of the businesses supported within the SIA VEST project - Support for Entrepreneurial Initiatives"
- "Studiu privind factorii de influență asupra calității actului didactic în UPT" (CNFIS-FDI-2019-0639)
- Research and didactic laboratory - "Lean și sustenabilitate" - LeanSusLab - (PCD-TC-UPT-2017)
- Consultancy project: "Fundamental studies on: social surveys, the evolution of economic activities and the socio-demographic evolution for Ghiroda commune, Timiș County - consisting of Ghiroda and Giarmata-Vii village".
- The relationship between energy investments, energy price shocks and macroeconomic variables in EU countries (PN-III-P1-1.1-TE-2016-0142)
- The impact of economic and financial stability on investment, innovation and entrepreneurship in the EU (PN-II-RU-TE-2014-4-1760)

## ● HONOURS AND AWARDS

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2017

**1st Prize - The National Student Contest - Business Simulator: GIFTED MANAGERS**

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2016

**Best Paper Award - The interdependence between Italian firms' access to finance and their probability of default - MakeLearn & TIIM Joint Conference**

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