

PERSONAL INFORMATION

**Eng. Sabina Alina POTRA, PhD** Timisoara, Romania sabina.potra@upt.ro

Sex Female | Date of birth 03/06/1985 | Nationality Romanian

WORK EXPERIENCE

May 2020 - present

Responsible for the Innovation Entrepreneurship course in the POCU Project „Ensure your future through education and entrepreneurship - AVEA”
Politehnica University of Timisoara, 2 Victoriei Square, 300006 Timisoara

Tel. 0256 403 000, website: www.upt.ro

- Main activities and responsibilities: Responsible for elaborating and refining materials related to the Entrepreneurship course and delivering presentations to the target group
- Business or sector Training and teaching

August 2020 – September 2020

Expert for Entrepreneurial studies in the POCU Project „Ensure Your Future Through Practice CONPrACT”

Politehnica University of Timisoara, 2 Victoriei Square, 300006 Timisoara

Tel. 0256 403 000, website: www.upt.ro

- Main activities and responsibilities: Responsible for elaborating and refining materials related to the A Business Plan and Entrepreneurial course and delivering presentations to the target group
- Business or sector Training and teaching

January 2020 – April 2020

Member in the research-development and consultancy team in the Research, Development and Consultancy contract with Berg Banat SRL

Politehnica University of Timisoara, 2 Victoriei Square, 300006 Timisoara

Tel. 0256 403 000, website: www.upt.ro

- Main activities and responsibilities: Consultancy and analysis regarding process improvement for environment sustainability
- Business or sector Training and research

November 2019 - present

Tutor and Expert in the Romanian Second Education ROSE Project

Politehnica University of Timisoara, 2 Victoriei Square, 300006 Timisoara

Tel. 0256 403 000, website: www.upt.ro

- Main activities and responsibilities: Responsible for communication, managing the relationship with the target group, elaborating and refining materials related to an Entrepreneurship workshop and delivering presentations to the target group
- Business or sector Training and teaching

February 2017 - Present

Lecturer

Politehnica University of Timisoara, 2 Victoriei Square, 300006 Timisoara

Tel. 0256 403 000, website: www.upt.ro

- Main activities and responsibilities: Course and seminar teaching for Methods and Tools for Quality Engineering, Public Services Management, Corporate Communication and Managerial Communication, Seminar teaching for Engineering and Quality Management, Management,

Marketing**Business or sector** Teaching and research

March 2015 – February 2016

Member in the research-development and consultancy team in the Research, Development and Consultancy contract with Continental Automotive SRL Timisoara

Politehnica University of Timisoara, 2 Victoriei Square, 300006 Timisoara

Tel. 0256 403 000, website: www.upt.ro

- Main activities and responsibilities: Six Sigma courses, consultancy regarding Six Sigma improvement projects in production

Business or sector Training and teaching

February 2014 – February 2017

Assistant Professor

Politehnica University of Timisoara, 2 Victoriei Square, 300006 Timisoara

Tel. 0256 403 000, website: www.upt.ro

- Main activities and responsibilities: Seminars activities for Marketing studies, Managerial Communication, Economic and Financial Analysis, Public Service Management

Business or sector Teaching and research

November 2012 – February 2013

Marketing specialist in the Consultancy contract with GP&COMPANY SA Timisoara

Politehnica University of Timisoara, 2 Victoriei Square, 300006 Timisoara

Tel. 0256 403 000, website: www.upt.ro

- Main activities and responsibilities: Marketing studies, marketing strategies, consumer co-creation contest design and implementation

Business or sector Training and research**EDUCATION AND TRAINING**

2015-2017

Degree in Information Technology

Ioan Slavici University Timisoara, Engineering Faculty, Romania

- Undergraduate program

2010-2013

Doctorate in Engineering and Management

Politehnica University Timisoara, Faculty of Management in Production and Transportation, Romania

- Title of the PhD thesis: Contributions Regarding The Prosumer Concept and Marketing Strategies, **Scientific Coordinator: prof.eng. Monica Izvercian, Ph.D**

- Postgraduate program

2012-2013

Psych pedagogical formation

Politehnica University Timisoara, Romania

- Postgraduate program

2008-2010

Master in Business Administration (MBA)

Politehnica University Timisoara, Faculty of Management in Production and Transportation, Romania

- Postgraduate program

2005-2008 **Degree in Public Administration**
 Aurel Vlaicu University Arad, Faculty of Social and Human Sciences, Romania

- Undergraduate program

2004-2008 **Degree in Communication and Public Relations**
 Politehnica University Timisoara, Faculty of Communication and Foreign Languages, Romania

- Undergraduate program

PERSONAL SKILLS

Mother tongue(s) Romanian

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C1	C2
French	C1	C1	B2	B2	B1
German	B2	B1	B1	B1	A2

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user
 Common European Framework of Reference for Languages

Communication skills Public speaking and influencing skills based on verbal, para verbal and nonverbal particularities after several years of teaching different communication disciplines to heterogeneous target groups, teamwork skills acquired in several training and consultancy projects, positive attitude towards students, colleagues, co-workers and new collaborators

Organisational / managerial skills ▪ Increased responsibility, planning and scheduling skills due to Bachelor and Master final diploma/Dissertation coordination activities, goal orientation, flexibility

Computer skills ▪ good command of Microsoft Office™ tools

Other skills ▪ drawing, reading, literary compositions

Driving licence B category

Documentary visits 2012 Delft University of Technology, Faculty of Technology, Policy and Management, Engineering Systems Section (March – August 2012, qualitative research – in-depth interviews with experts)

ADDITIONAL INFORMATION

Publications author of over **57 scientific papers**, of which 32 are indexed in Clarivate Analytics, over 48 of them being lead author or corresponding author

co-author of **4 books**: “Communication and interpersonal relations”, 2016; guide “Marketing in the communication-oriented society”, 2016; guide “Quality Assurance and Control”, 2015; guide “Economical and Financial Analysis”, 2015; and **2 book chapters**: in the specialized book “Understanding Six Sigma. Concepts, Applications and Challenges”, 2018; and in the specialized encyclopaedia “Encyclopedia of Organizational Knowledge, Administration, and Technology”, 2021).

Awards and distinctions Awarded with the distinction "**Professor Bologna**" for the results obtained in the teaching-learning process, 2017 and the distinction "**Prof e-tare**" in 2021 for online teaching (both student appreciations), **Best paper award** in QMOD-ICQSS On Quality and Service Sciences 2015 for the paper “A greenhouse

approach for value cultivation”

Best paper award in The Forth International Conference on Information Technology and Quantitative Management (ITQM 2016) for the paper “A Refined Quality Attribute Classification Model for New Product and Service Strategic Design”

Courses and attestations

- E-learning Developer certification from the Romanian Scientists Academy, 2021
- International Six Sigma Institute Certified Six Sigma Black Belt – international certification, 2020.
- AVEA – Entrepreneurship certification from the POCU Project Ensure Your Future Through Education and Entrepreneurship, 2020
- Business Evaluation Expert Certificate, 2012
- ECQA Certified Lean Six Sigma Yellow Belt – international certification, 2011
- Business Innovation Workshop Tivat, Montenegro, 2011
- Business Plan Workshop Reșița, Romania, 2010
- TREPAN - Entrepreneurship and Venture Creation, certification from Instituto Superior de Ciências do Trabalho e da Empresa Lisbon, 2009

Additional information

Member of the Board of the Management Department, Faculty of Management in Production and Transport, Politehnica University of Timisoara, since February 2020.

Member of the Center for Research in Engineering and Management (CCIM).

Member in doctoral student guidance commissions (2020 – present)

Participant in Bachelor diploma commissions (2014-present).

Participant in admission commissions to the bachelor and master cycle (2014 -present).

Involvement in accreditation activities of Master and Bachelor specializations (2018 - present)

Involvement in faculty promotion and special events planning stages