



## Monica-Daniela WOLFF (Tion)

### Personal Information

Address 8 Horia Creanga Street, Timisoara, Timis, Romania  
Phone number 0758.541.841  
E-mail monica.wolff@upt.ro  
Nationality Romanian  
Date of birth 21 Mai 1976  
Sex Feminin

### Professional Experience

Period Oct. 2001 - present  
Position **Lecturer, Assistant Professor, Teaching Assistant**  
Main activities and responsibilities ✓ Teaching marketing, management, and human resource management courses and seminars.  
✓ Conducting student performance evaluations.  
✓ Developing and writing courses, books, and scientific papers.  
✓ Supervising undergraduate thesis projects.  
✓ Performing administrative tasks (admissions, thesis and master's committees).  
✓ Participating as a member in project teams and scientific research activities.  
Employer **Politehnica University of Timișoara**  
Field of activity Higher Education

Period Dec. 2018 – March 2021  
Position **Member of the Board of Directors**  
Main activities and responsibilities ✓ Approving the main directions of activity and development of the Airport;  
✓ Verifying the functioning of the internal/managerial control system, implementing accounting policies, and conducting financial planning;  
✓ Drafting and presenting to the Arad County Council the semi-annual and annual reports regarding the Airport's activity;  
✓ Approving, according to the competencies established by law, the investments to be made by the Airport while adhering to current legal regulations;  
✓ Analyzing the annual financial statements, submitting them for approval and publication in accordance with legal provisions;  
✓ Approving the decommissioning, disposal, and scrapping of fixed assets in compliance with applicable regulations.  
Employer **Arad Airport S.A.**  
Field of activity Air transportation

Period June 2018 – February 2019  
Position **Chief Advisor**  
Main activities and responsibilities ✓ Managing projects aimed at improving the company's image.  
✓ Promoting new routes by identifying optimal communication channels.  
✓ Developing and managing new workplaces/stops in the cities of Timișoara, Cluj, and Iași.  
✓ Efficiently managing the domestic and international routes operated by Tarom.  
✓ Evaluating cost centers for each department within the Commercial department.  
Employer **National Air Transport Company TAROM S.A.**  
Field of activity Air transportation

Period Apr. 2016 – Nov. 2017  
Position **Director of Radio Kiss FM Timișoara**  
Main activities and responsibilities ✓ Managing and organizing the activities of the radio station.  
✓ Selling radio advertising.  
✓ Promoting the image on the local and regional market.  
✓ Managing relationships with clients, collaborators, and various institutions.  
Employer **MGSI Group Bucuresti**  
Field of activity Media

Period Oct. 2012 - Oct. 2017  
Position **President**  
Main activities and responsibilities ✓ Establishing and developing the association.  
✓ Creating the Plastics Competence Center (CCP) in Timișoara in partnership with the Politehnica University of Timișoara (UPT).  
✓ Drafting the budget of revenues and expenses for each project.  
✓ Identifying funding opportunities and attracting sponsorships.  
✓ Representing the association in relations with partner companies, suppliers, beneficiaries, and clients.  
✓ Ensuring the management of the association.  
The name of the organization **Asociatia Profimatt**  
Field of activity N.G.O.

Period Nov. 2012 – present  
Position **Administrator**  
Main activities and responsibilities ✓ Management of overall business activities.  
✓ Consulting activities in marketing and management for various companies aiming to enhance performance.  
✓ Personnel recruitment and selection activities.  
✓ Conducting market research for companies operating in various sectors.  
✓ Developing business plans to facilitate company growth and improve overall performance.  
The name of the company **GMT SUPPORT Ltd.**  
Field of activity Management and marketing consultancy

Period March 2003 – Nov. 2012  
Position **Administrator & Marketing Director**  
Main activities and responsibilities ✓ Promoting the company's image in the market through specific service marketing tools.  
✓ Developing relationships with current clients and establishing new contacts.  
✓ Developing direct marketing strategy and its implementation.  
✓ Managing the entire client portfolio.  
The name of the company **TMV STIL Ltd.**  
Field of activity Civil and industrial construction

## Education, training, and certifications

Period	from June 2006
The degree diploma	<b>PhD in Economics</b>
Area of expertise	Management/ Marketing
Name of educational institution	West University of Timișoara
Period	Oct. 2001 – June 2002
The degree diploma	<b>Master's Degree in Competitiveness Management</b>
Area of expertise	Management
Name of educational institution	Politehnica University of Timișoara
Period	Oct. 1996 – June 2001
The degree diploma	<b>Inginer de sistem</b>
Area of expertise	Economic Engineering
Name of educational institution	Politehnica University of Timișoara
Period	Sept. 1995 - Iunie 1997
The qualification obtained	Accountant
Name of educational institution	Colegiul Economic «F.S. Nitti » Timisoara
Period	Sept. 1991 – June 1995
Area of expertise	Merceologist
Name of educational institution	The Economic College "F.S. Nitti" Timișoara
Period	Febr. 2016
The qualification/diploma obtained	Leadership and Motivation
The name of the training provider	Extreme Training
Period	Febr. 2017
The qualification/diploma obtained	Recruitment and Human Resources Selection
The name of the training provider	Extreme Training
Period	Oct. 2013 – May 2014
Diploma obtained	NLP Practioner
The name of the training provider	Pshiholist Art Timisoara

## Personal skills and competences

Native language **Romanian**

Other languages

<i>European level (*)</i>	Understanding		Speaking		Writing
	Listening	Reading	Conversation	Storytelling	
<b>English</b>	C1	C1	B2	B1	B2
<b>French</b>	B1	B1	A1	A1	A2
<b>German</b>	A2	B1	A1	A1	A2

(\*) [Common European Framework of Reference for Languages](#)

- Social skills and competence
  - Excellent communication skills, both innate and developed through working with people of different ages and generations.
  - Ability to adapt to completely new situations and fields of work, as evidenced by the wide range of domains I have been active in so far.
  - Constant willingness and ability to learn new things and pursue continuous personal development, acquired and maintained through interaction with younger generations of students.
  - Involvement in community life through Rotary projects.
- Organizational skills and competences
  - Capacity to lead and motivate a team, demonstrated over time in various activities.
  - Analytical spirit, capable of easily reasoning and making well-founded decisions.
  - Ability to seize opportunities and solve problems, gained from experience as the founding president of an NGO.
  - High ethical and moral standards, with a commitment to excellence in all endeavors, demonstrated throughout my entire career.
- Computer skills and competences
  - Proficiency in Microsoft Office tools (Word, Excel, and PowerPoint).
- Technical skills and competences
  - Knowledge of production processes monitoring and quality assurance, acquired through the field of study completed during undergraduate studies and the experience gained in the industrial sector in recent years.
  - Ability to use a system equipped with a projector, as well as various other types of equipment.
- Other skills and abilities
  - Event organization skills, acquired through a keen interest in novelty and through organizing events such as the launch event of CCP and other events organized for partner companies..
- Driver's license
  - B Category

### Additional information

2015 – 2021: Member in Rotary Cetate Timisoara;  
 2013 – 2015: Member in Rotary Buzias ; Trezorie in anul rotarian 2014-2015;

#### Published books

- Hyman resources management, Tion Monica, Editura Eurobit, 2020.
- The role of marketing in recruitment and personnel selection services, Tion Monica., Izvercian M., Editura Eurobit, Timisoara, 2007.
- Marketing. Case studies and applications, Editura Solness, Tion Monica, 2006.

Over 40 scientific papers published in specialized journals, including:

- *Study concerning the evolution of the entrepreneurship initiative in the west region*, Izvercian M., Tion M., Negru-Strauti G., 20th DAAAM International Symposium „Intelligent Manufacturing & Automation”, 2009, Vienna, Austria.
- *E-learning in Romanian University*, Tion M., Preda O., Furdui I., Proceedings of the 6th International Conference MTC 2009 Management of Technological Changes September 3th - 5th, 2009 Alexandroupolis, Greece.
- *The women entrepreneurship in Romania*, Negru-Strauti G., Izvercian M., Tion M., Proceedings of the 6th International DAAAM Baltic Conference: Industrial Engineering, 24-26 April 2008, Tallinn, Estonia.
- *Model for determining the entrepreneurial profile*, Izvercian M, Pugna A. , Negru-Strauti G., Tion M, 19th DAAAM International Symposium „Intelligent Manufacturing & Automation”, 2008, Trnava, Slovakia.

Timisoara

Signature

15<sup>th</sup> April 2024

