**------------------------------------------------------------------------------------------------------------------------------------------**

**ECATERINA BEATRICE MOCANU (ALBAROSA)**

Bucharest, Petre S. Aurelian 66 Str., e-mail: [cati.mocanu@viasatonline.ro](mailto:cati.mocanu@viasatonline.ro)

Sex: female | Date of birth: 20.02.1969 | Nationality: Romanian

**SUMMAR\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Executive professional with 17 years of experience in telematics and fleet management services. Strong sales management and customer services background. Self-motivated, results oriented and able to develop, motivate, integrate and drive to perform team of specialists from different area.

**ACCOMPLISHMENTS\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* Successfully implemented driving modelling used by a Multinational insurance company to price policies in Romania. This project involved the implementation of both advance telematics services/hardware and scoring model. It was the first product of this kind launched in the Romanian market
* Implemented TAPA certified security services for the transport of high value goods. This services integrate complex multisensory hardware and custom made software. Viasat Romania leads the deployment of this solution across other international subsidiaries of Viasat Group. Viasat Romania is the first Romanian Company to achieve TAPA certification.
* Led the transition of the Cefin System team, now Viasat Romania, into Viasat Group and assured that Viasat Romania fully comply with all group accounting and reporting policies.

**EXPERIENCES\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**May 2015 – Present**: Viasat Systems – General Manager

**April 2006 – May 2015:** Cefin System – General Manager

**June 2005- April 2006:** Cefin Systems – Commercial Manager

**February 2003- June 2005:** Cefin Romania – Sales Administrator

**June 2001 – Feb 2003:** Mondial Glass – Chemical Engineer

**Jan 1999 – June 2001**: Verglass Import / Export – Executive Manager

**Feb 1996 - Jan 1999:** Verglass Import / Export – Assistant Manager

**EDUCATION AND TRAINING\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

2006. Senior Management training course. Leonardo Foundation – Romania

1997. Broker License as operator of the Bucharest Stock Exchange

1989-1995. Bucharest Polytechnic – Chemical faculty. Chemical Engineer (Glassworks)

**LANGUAGES\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Mother tongue(s)** Romanian

**Other language(s)** English: advanced, Italian: intermediary