



2020

AmCham Romania Elections
for the

Board of Directors

and

Auditing Committee

CANDIDATES' PRESENTATION



CANDIDATES' PRESENTATION

Board of Directors

OMER TETIK

CEO



Ömer Tetik, born in Hamburg and brought up in Izmir, embraced an economics career opting to study at the Middle East Technical University in Ankara, graduating Magna Cum Laude the Faculty of Economics. In 2000, after serving as Manager of the Treasury and Capital Market Department at Finansbank Moscow, he is given a new assignment – Romania – as Deputy Vice President. Romania turns out to be the country where he reaches career maturity within Credit Europe Bank ex Finansbank as Vice President and President in 2010. 2013 brings another change in his Romanian path as he takes on the CEO position at Banca Transilvania, a challenging task considering the bank was ranked 3rd in the Romanian banking system, now on the first place. Ömer Tetik is fond of spending time with his wife and their 3 kids, percussion instruments, motorcycles and traveling. He is a member of YPO Romania, having participated to several training modules, including Euromoney and London Business School.

Why do you think affiliation with AmCham Romania is important?

It is very important because it facilitates the dialogue between the business community and the central authorities. It is very important for companies that AmCham plays a leading role in Romania's business growth and continuously contributing to increased trade and investment ties between Romania and the United States.

What motivates you to run for a position in the AmCham Board of Directors?

It is a great opportunity to put in practice the experience gathered as the CEO of Banca Transilvania and to directly contribute to the growth of the Romanian business environment via AmCham, by way of supporting members' best practices and business priorities in the relationship with the Romanian authorities.

What qualifies you for this position?

As the CEO of Banca Transilvania since 2013, the experience and skills gathered in this position, especially all the key decisions regarding the company, which include all sectors and fields of the business, such as marketing, business development, finance, human resources, can represent an important qualification for this position.

Therefore, my personal contribution will especially consist in expertise in the business area, in order to ensure that the organization's values and mission are properly accomplished.

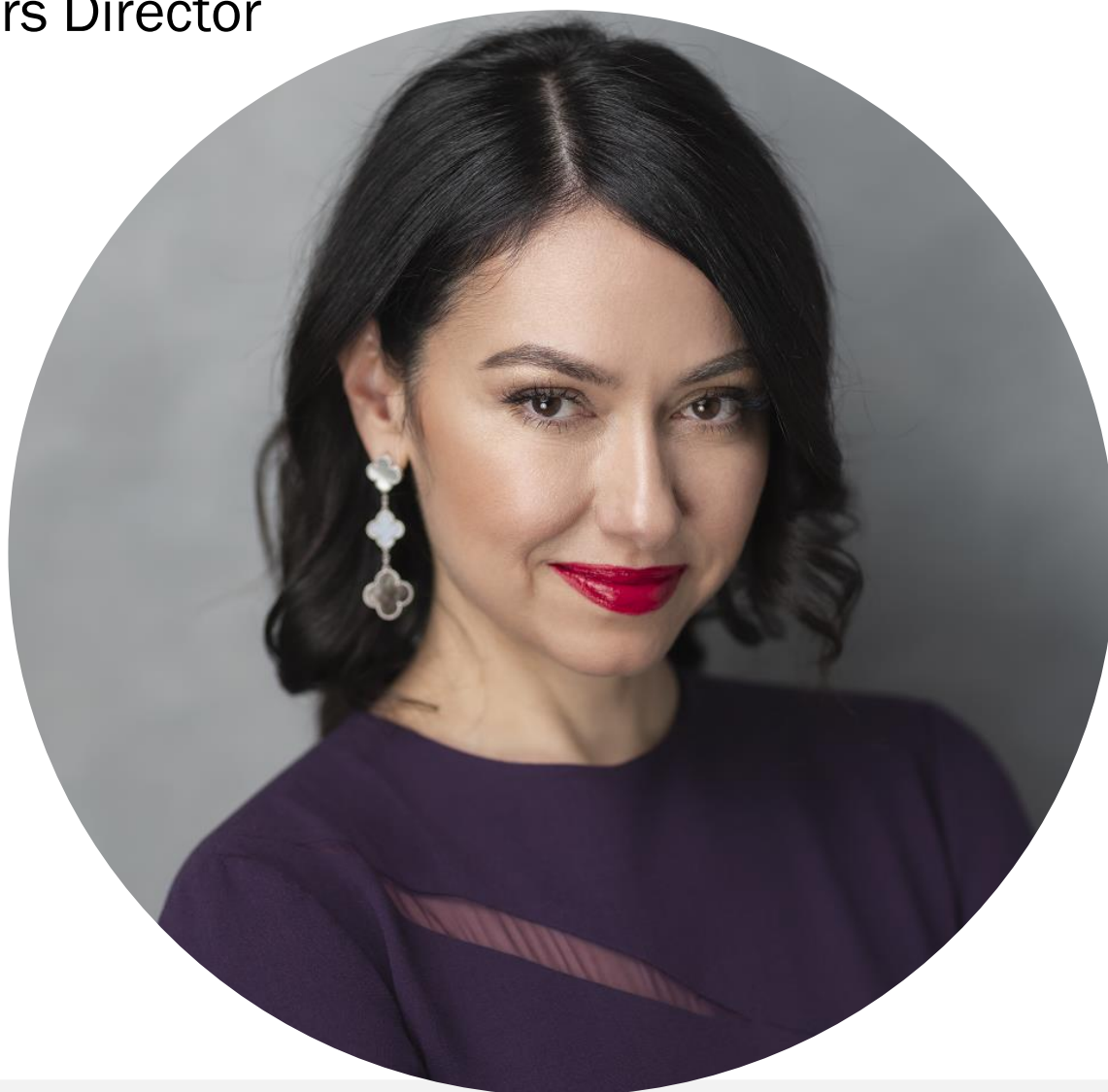
How have you been an active member in AmCham over the past year?

The commitment to AmCham in the last period of time also represents the main reason for the nomination for the Board of Directors, in order to furthermore serve the AmCham Romania community as a member of the Board.

Please list three priorities you see relevant for AmCham as a leading business association:

- Continue facilitating an open dialogue between the business community and the central authorities
- Continued by specialised working committees,
- Continue AmCham's CSR mission to encourage Romania's companies to engage in their community's problems.

ANCA DAMOUR
Real Estate & Corporate
Affairs Director



Anca Damour has been an Executive Board Member in Carrefour Romania starting 2013, holding a series of key-functions within the company, among which, business expansion and consolidation of corporate reputation. Lawyer by profession, graduating the famous Paris Institute of Political Studies (Sciences Po), with an MBA at International Institute for Management Development (IMD) in Lausanne, she played a critical role in the process of negotiating Billa operations take-over transaction in Romania. Currently, she also coordinates the CSR and External Communication Department, being responsible for the implementation of sustainable programs. Thus, she is a supporter of local producers and small eco-innovative businesses by actively promoting the cause of circular economy in Carrefour Romania. At the same time, she is also Board Member of HOSPICE Casa Sperantei, Center of Excellence on Palliative Care in South-Eastern Europe, on behalf of which she runs a series of projects designed to improve the life quality of patients with incurable diseases, as well as the lives of their families.

Why do you think affiliation with AmCham Romania is important?

AmCham is an important organization with an impressive commitment and success regarding the advocacy process in the business environment in Romania. The fact that it now represents over 450 companies shows that AmCham established the proper frame for successful actions for all its members, acting in accordance, with strong ethical principles while, at the same time, being close to the needs of all the actors, big or small, in this business ecosystem.

What motivates you to run for a position in the AmCham Board of Directors?

Beyond our work for clients, we seek to make a Lawyer by profession, I coordinate one of the fastest expansions of Carrefour Group in Romania, also conducting CSR, Corporate Affairs and External Communication Department. I am responsible for the implementation of sustainable programs, something AmCham is also doing. Thus, having common interests further motivates me to continue supporting accountable programs that positively impact our community.

What qualifies you for this position?

As an Executive Board Member of one of the biggest players in the local retail market I am involved in negotiations and dialogue with relevant institutions on daily basis, thus I have the proper skills to manage high level meetings that bring together players from different industries to support common causes and objectives. Moreover, coordinating the Consumer and Competition Task Force under the umbrella of CDR (Coaliția pentru Dezvoltarea României), already brings me closer to AmCham members.

How have you been an active member in AmCham over the past year?

Carrefour Romania became a member of AmCham last year and there is still room to strengthen our collaboration. We have just upgraded to Patron membership for 2020 and we believe that having Carrefour on Board could consolidate AmCham's role as a transversal one in the Romanian economy.

Please list three priorities you see relevant for AmCham as a leading business association:

- An open dialogue with the Romanian institutional stakeholders.
- A more important presence in being pro-active regarding the law adopting process in Romania.
- Tailored common projects with strong CSR pillar

DORIN PENA
General Manager



Dorin Pena (37) has been serving as the General Manager of Cisco Romania in the last 6 years, responsible for the overall business of Cisco in Romania. Dorin has been with Cisco for more than 10 years. He was responsible for the Service Provider segment and fulfilled different sales roles in Public and Private Sectors.

Before joining Cisco, Dorin had several business and technology-related roles in Romtelecom (now Telekom Romania, part of Deutsche Telekom Group) and Ness Technologies. Dorin has graduated from “Politehnica” University, Computer Science Faculty and holds an Executive MBA from INSEAD. He is also a graduate of Bled Business School – Slovenia (General Management Program) and of Aspen Institute (Young Leaders Program). Dorin is married and has two children (9 and 6 years old). In his free time, he enjoys reading and playing football.

Why do you think affiliation with AmCham Romania is important?

AmCham Romania, through its actions, culture and stated goals, is the leading association of companies, with a strong voice in promoting healthy business environment, in front of the Romanian authorities, facilitating the development of business partnership between its members. Thus, it is important for companies operating in Romania to be part of AmCham and have their opinions heard and interests promoted in a professional and efficient manner.

What motivates you to run for a position in the AmCham Board of Directors?

Romania has a great potential for development, and I believe AmCham will play an important role in this journey. I would like to be an active part of this great community and contribute to the fulfilment of our objectives.

What qualifies you for this position?

I would like to use my experience and understanding of the business environment and Public Sector in a new role, as a Board Member of AmCham.

I can bring to this role energy, focus and knowhow, skills I consider important for the further development of our community.

How have you been an active member in AmCham over the past year?

In the last 6 years, I have been involved in different AmCham activities, from high level events to periodic committee meetings. I have contributed with feedback to AmCham position papers and I have been involved in the Government CIO / Romanian Digital Agency roles definition.

Please list three priorities you see relevant for AmCham as a leading business association:

- Implementation of Digital Services for Romanian citizens.
- Support of the entrepreneurship in Romanian IT market.
- Development of a framework for continuous dialogue with the Romanian Government.

CRISTIAN AGALOPOL

Central & Eastern Head - Securities and
Capital Markets



Cristian is Head of Securities Services for Bulgaria, Czech Republic, Hungary, Romania and Slovakia and is a member of the Management Committee at the bank.

His career at Citi spans 22 years across a number of positions, comprising front and back office roles. He has widespread experience of working with local and international banks, international broker dealers and global custodians.

Cristian is a leading expert in the securities services industry, and was Chairman of the board for the Romanian Central Securities Depository (CSD) between 2012 and 2015. He has been a serving board member of the American Chamber of Commerce (AmCham) since 2018.

Why do you think affiliation with AmCham Romania is important?

AmCham is very well-known for its key role as a leading platform promoting business growth and advocacy as well as for its continuous efforts to encourage the highest standards of commercial practice, improve the overall business climate and foster those changes that contribute better to Romania's economic growth. In my view, Citi's affiliation to AmCham is a very important element of our commitment to the local economy. In an environment dominated by sharpened competitiveness, Citi collaborates with strong and reliable partners to strengthen local economies, bringing in its vast experience from more than 160 countries across the world.

What motivates you to run for a position in the AmCham Board of Directors?

Having working at Citi for 22 years, I came to fully embrace the company's culture and high corporate governance standards.

I believe that being on the AmCham Board would allow me to participate directly in shaping advocacy policies effectively, contributing to this organization mission and success.

What qualifies you for this position?

In my current roles as board member (Management Committee member) for Citi Romania and Business Manager for capital markets in Central and Eastern Europe, I had the privilege to be directly involved in promoting some of the changes needed for the Romanian capital market to upgrade it from a status of frontier market to an emergent market one. Over the last 22 years, I have gained a strong expertise in financial services, taking different roles in the industry, with increasingly complex responsibilities.

How have you been an active member in AmCham over the past year?

Since the beginning of Citi's operations in Romania, we have a good track record of representation as members of the AmCham Board and as participants in different forums. Citi has been a Patron member since 2001 and, over the years, has supported several of AmCham initiatives, including US Embassy events. My current mandate as a Board member at AmCham ends and I am looking forward to getting members support to extend this mandate for another period of two years.

Please list three priorities you see relevant for AmCham as a leading business association:

- Supporting reforms that strengthen the financial system, transparency and control.
- Actively support relevant committees such as the Capital Markets Committee.
- Pursue members' interests and overall strategy.

DRAGOȘ GAVRILUȚĂ

Country Head

CLARIANT 



In January 2018, Dragoș Gavriluță has been appointed as Country Head for Romania of Clariant Products RO and Project Director for Sunliquid Romania. In this capacity, he is responsible for a + 100 million EUR investment in a first-of-its-kind advanced biofuels plant.

Prior to taking over the leadership of the Romanian operations, Dragoș has an extensive experience with Clariant, as Head Of Clariant Excellence (Clnx) Americas (2012- 2017), Masterbatches (Mb) Black Belt Regional Leader (2009 – 2012), Clariant Canada (Inc), Masterbatches Division Toronto, Canada Vicepresident / General Manager (2005 – 2009) and Clariant Usa, Masterbatches Division, Lbl West Minneapolis, USA - Lbl Controller (2001 –2004).

Why do you think affiliation with AmCham Romania is important?

AmCham is the most prestigious and most efficient business association in Romania, widely recognized for its achievements in building a friendlier business environment for local and foreign investors. Clariant respects these efforts and wants to provide support for any action that will benefit Romania's economic development. AmCham is a pillar around which we can build together viable strategies for transforming Romania in one of the most performant markets in Europe and beyond.

What motivates you to run for a position in the AmCham Board of Directors?

I want to contribute to reaching AmCham's goals through actively participating in all actions of AmCham aimed at strengthening the business sector in Romania. I believe AmCham plays a key role in this respect.

What qualifies you for this position?

I lived and worked in the United States for 17 years and came back to Romania to contribute to its growth.

My working and managerial experience abroad seeded solid working principles, a mentality and a business culture which I would be happy to apply in Romania through the AmCham network, contributing to the development of a sustainable business environment.

How have you been an active member in AmCham over the past year?

Clariant has become a member quite quickly, knowing very well about AmCham's outstanding reputation and fully understanding the importance and the benefits of this affiliation for all the members of AmCham. I participated to several events organized by AmCham and met with AmCham's key leadership.

Please list three priorities you see relevant for AmCham as a leading business association:

- More visibility and stronger public presence for AmCham in Romania's regions.
- Have an active role in supporting authorities to implement a clear and predictable legislative, regulatory environment and a predictable, coherent fiscal and taxation framework .
- Create an environmentally friendly business mindset

RAUL MIHU

大成 DENTONS

Partner, Head of Competition, Data
Privacy & Compliance



Raul Mihu, partner, heads the competition, data privacy and compliance practices of Dentons' Bucharest office. His expertise in the competition sector includes assessing and reforming clients' business practices and franchise systems, assisting them in investigations by competition regulators and devising novel approaches to client needs in this field, both in Romania and at the European level. Raul is also specialized in the pharma sector, where he has advised several major drugs companies and distributors on competition and regulatory matters. He also has experience in advising clients in connection with clinical studies made on patients, including on related data protection matters.

He is an initiator of CSR and pro-bono programs and has championed several initiatives aimed at streamlining lawyer efficiency by increasing computer literacy and leveraging new technologies.

Why do you think affiliation with AmCham Romania is important?

For nearly a quarter century, AmCham has successfully addressed numerous issues to improve the investment and trade climate between Romania and the US. The chamber is one of the leading voices for foreign investors in Romania and the most active business community in the country. I appreciate immensely the fact that, in the recent past, AmCham has positioned itself very staunchly in support of the Romanian business community, irrespective of the tides at the time.

What motivates you to run for a position in the AmCham Board of Directors?

I want to continue to be part of the AmCham community where I find myself in outstanding company, along with highly skilled members and talent. I firmly believe in this community and its power to improve, engage and help develop the Romanian business climate. More importantly though, I want to be there for the day-to-day challenges, the overcome of which will shape Romania and its business community in the years to come.

What qualifies you for this position?

In my capacity as head of the competition, data privacy and compliance practices of Dentons' Bucharest office, I am involved beyond client work (develop business plans, initiate actions and come up with innovative products to attract and retain clients, or maintain the highest level of client service). I am therefore both technically equipped to bring value through my knowledge to the Board and I am well prepared to drive growth for the chamber, in more pragmatic terms.

How have you been an active member in AmCham over the past year?

I have served as member of the Board of Directors since May 2019. In this capacity I believe I have brought constructive feedback and oversight to a number of projects initiated by AmCham. I currently serve as Chair of The Data Protection & ePrivacy Task Force, where I truly believe that my involvement has brought dynamism and historical high attendance level.

Please list three priorities you see relevant for AmCham as a leading business association:

- Position AmCham as a champion for the entire business community.
- Build the chamber's visibility.
- Identify medium and long-term threats and challenges to business in Romania and tackle them in advance.

ALEXANDER MILCEV

Tax Partner



Alex Milcev is Leader of the Tax & Law practice and member of the Board of Directors of EY Romania.

Mr. Milcev joined EY in 2002 and he has 22 years of experience in advising and working with multinational companies.

He has considerable experience in: corporate and international taxation, transfer pricing, indirect taxes including VAT and customs, tax due diligences, tax audits, developing and implementing international tax structuring, consultancy and compliance work currently in corporate taxation, investment structuring advice. His clients have included major banks and financial institutions from Romania, top telecommunication companies, oil companies, large manufacturing and distribution companies

Why do you think affiliation with AmCham Romania is important?

AmCham is the most active and well-connected Chamber of Commerce in Romania.

As part of AmCham, any member has access to a great business community and can tap into a consistent and complex advocacy activity, which AmCham has continuously built for supporting and improving the business environment within the focus sectors of its members. Beside this, AmCham is a great platform for its members to contribute initiatives, ideas and proactively participate in building a better business environment in the country.

What motivates you to run for a position in the AmCham Board of Directors?

I have been an active member of AmCham community for over a decade, serving already for several years as Vice-Chairman of the Taxation Committee. As part of my activity, I have been involved at the level of committees & task forces, representing AmCham in other business associations, in front of various authorities and institutions, Romanian as well as international. EY Romania has been a prominent member of AmCham in Romania for 19 years.

What qualifies you for this position?

As part of EY Romania team from 2002, I have over 22 years of experience in advising and working with multinational companies and gained a complex perspective over Romanian and European business sectors, the economic evolution of the local markets and industries. I believe my experience as BoD member of EY Romania & Moldova and also my role of Tax&Law Leader for Romania & Moldova will help bring added value and make a difference to the benefit of AmCham and all its members.

How have you been an active member in AmCham over the past year?

Besides my personal active involvement in AmCham activities over the last year, EY Romania has been a member of the AmCham in the past 19 years and the cooperation between our firm and AmCham has always been high on my agenda. In particular, the Tax Committee where I am Vice-Chair, has always received full support and resources from me and my tax colleagues in EY Romania.

Please list three priorities you see relevant for AmCham as a leading business association:

- Growing AmCham's membership base.
- Promote business education initiatives.
- Becoming the leading voice for growing Romania's competitiveness across all the main indicators.

SORIN PREDA

CEO



GlobalVision
A future to share



With more than 20 years' experience in real estate, Mr. Sorin Preda is the CEO of Global Vision - a real estate investment platform with under development projects worth more than 500 million EUR.

Sorin Preda's leadership guided the metamorphosis of the company from a local start-up (2004), to one of the fastest growing real estate entrepreneurship in Romania (2011) and finally, to an enterprise-focused regional player (2020). Recently he was included in the Forbes 30 for 30 Ro top – entrepreneurs that have significantly changed for the better the Romanian business paradigm in the last 30 years.

Prior to founding Global Vision, Sorin served in a variety of senior sales and marketing roles, having a proven executive management track record and over 10 years of experience driving sales growth in the technology industry. He earned his BS in technology from Polytechnic University of Bucharest and a Professional Management Diploma from Open University UK. He is dedicated to charity - Honorary Patron of Hospice – and a founding and board member of Family Business Network Romania

Why do you think affiliation with AmCham Romania is important?

The way AmCham addresses the problems of the entrepreneurial environment, connecting authorities with entrepreneurs is a new argument for which I deeply appreciate the importance of this organization.

The affiliation of any company operating in Romania with this type of organization is essential in terms of development opportunities. Also, AmCham is a reliable source of business information.

What motivates you to run for a position in the AmCham Board of Directors?

I represent a real estate investment and development platform with large-scale projects in its portfolio. Our intention is to continue the expansion and change for the better the communities where we strategically locate our projects.

We want to stay connected and interact with companies from different industries in order to be close to the real needs of the market. AmCham is one of the best places that provides this kind of gatherings, meant to explore business and development opportunities.

What qualifies you for this position?

I am the CEO of a real estate company with one of the most accelerated growths in CEE.

My expertise in real estate of almost 20 years represents a valuable input for AmCham's projects and gatherings.

I and Global Vision assume our role of sharing our professional experiences and challenges in order to help other entrepreneurs, also member of AmCham, to overcome their business obstacles.

How have you been an active member in AmCham over the past year?

We attended the meetings of the organization and much appreciated each initiative that AmCham launched during last year. For 2020, we plan to contribute more to AmCham's gatherings and proposals, hence my application to BoD.

Please list three priorities you see relevant for AmCham as a leading business association:

- Promote Romania as a prolific business environment for foreign investors.
- Strengthen the connection between entrepreneurs and local authorities.
- Launch an educational project for young entrepreneurs in real estate.

SEVAN KALOUSTIAN

Managing Director



Throughout his more than 10 years' career in the healthcare industry, Sévan Kaloustian had a leading role in facilitating patients' access to the portfolio of innovative medicines of Janssen Pharmaceutical Companies of Johnson & Johnson spanning a wide range of functions and geographies. Sévan joined Janssen France in 2009 where he held roles in Medical Affairs, Sales and Marketing.

Before moving into the current role, Sévan Kaloustian was Commercial Director for Janssen Poland, and before that he was Global Commercial Strategy Director within the Neuro-Degeneration unit and was based in New Jersey, US.

Sévan Kaloustian holds a Ph.D. in Pharmacology and a Master in Pharmacoeconomy both from University of Montreal, Canada.

Why do you think affiliation with AmCham Romania is important?

AmCham is a trustworthy partner and has an outstanding expertise through its members and individual contributors to its Committees which manage to place on the public agenda concrete solutions aimed at making Romania a better home for business while increasing the country's economic competitiveness in the region and at European Union level.

What motivates you to run for a position in the AmCham Board of Directors?

In full alignment with AmCham Romania's vision and based on Our Credo at Johnson & Johnson, I am strongly motivated to run for a Board of Directors' position by my wish to contribute to driving Romania's country objectives as formulated at the association level.

The second reason that motivates my candidacy lies in my determination to work intensively with the AmCham Board, community and its stakeholders, on decreasing the gaps between the performance of the Romanian economic and healthcare system and the rest of the EU countries.

What qualifies you for this position?

My professional expertise in the healthcare environment spans more than 10 years, across a varied range of roles and geographies: USA, Canada, France, Poland and Emerging Markets.

As a member of the AmCham Romania Board of Directors, I can complete the team with the perspective of the healthcare sector, which I believe it is of utmost importance for Romania, particularly if we look at the number of opportunities that can be integrated.

How have you been an active member in AmCham over the past year?

Since my appointment as Managing Director for Janssen Pharmaceutical Companies of Johnson & Johnson in Romania, I rapidly assimilated the AmCham Romania vision and priorities, and started to act on them. I inherited a solid foundation built by my predecessors, as Johnson & Johnson Romania has been contributing as Patron member of AmCham, through my team at the local organization level.

Please list three priorities you see relevant for AmCham as a leading business association:

- Promote a favorable business environment.
- Support the sustainable financing of the economy and of key sectors such as healthcare, education or infrastructure.
- Advocate for a predictable, sustainable and transparent regulatory environment.

CIPRIAN LĂDUNCĂ

Managing Director



Ciprian is LCL Managing Partner, closely working with shareholders, boards of directors and CEO's to enhance fundamental companies value through optimization, transformation and M&A. Advisory Board Member for companies acting in different business sectors.

He serves as Amcham Board Member, Treasurer and Capital Markets & Financial Services Committee co-Chair. Leading like-minded world-class organizations with significant social impact - Aspen Institute Member and Board Member of United Way Romania.

Why do you think affiliation with AmCham Romania is important?

I was able to fully observe the benefits a member company may obtain, considering I represented in AmCham for 18 Years important US companies (AIG, Metlife/Metropolitan Life), while starting 2019 I represent LCL, an advisory firm.

AmCham offers numerous networking possibilities, where great business growth solutions are identified.

What motivates you to run for a position in the AmCham Board of Directors?

My candidacy is strongly motivated by the desire to continue my involvement within the community and business landscape. With +20 years senior leadership experience within companies with strong American roots and excellent embedded corporate governance principles, I will bring added value to the mission assumed by the Chamber and help others succeed in business.

What qualifies you for this position?

I fully understand AmCham objectives, priorities and operating model, considering my long-term history within organization.

As Member of the AmCham Board of Directors and of the Executive Committee I acted as an effective ambassador to promote AmCham and to increase the impact in social and business community.

How have you been an active member in AmCham over the past year?

In addition to the official responsibilities as AmCham Board Member and member in different committees, with an excellent group of professionals from financial services sector we initiated a project in Financial Inclusion area. Based on detailed research and review we promoted our results through workshops and conferences with authorities, FSA and NBR.

Please list three priorities you see relevant for AmCham as a leading business association:

- Share best practices with Romanian authorities in areas like IT, digital, health and financial sector.
- Continue world-class level advocacy.
- Facilitate networking between US-owned companies with local entrepreneurs.

VIOLETA LUCA

General Manager



Violeta Luca is the General Manager of Microsoft Romania, since November, 2018, having a wealth of senior leadership expertise in sales, digital platforms, general management, marketing and operations, as well as a successful track record in creating value for all the stakeholders she worked with since 2000.

In her current role, Violeta is aiming to drive growth initiatives to enable digital transformation across sectors in Romania and deliver outstanding results through developing team capabilities, scaling a strong partner ecosystem, encouraging local innovation and fostering a collaboration-based organization culture.

Why do you think affiliation with AmCham Romania is important?

AmCham offers an excellent advocacy platform that help companies, regardless of size, to engage and pursue specific advocacy interests in a coherent, consistent and compliant manner. Being a member of AmCham allows companies to share their experience, knowledge and expertise while having their voice heard in what, sometimes, is a complex and challenging economic and political environment.

What motivates you to run for a position in the AmCham Board of Directors?

Microsoft story is founded on the goal of having a world impact. For us, in Romania, the impact of Microsoft is rooted back to the very first stages of our own recent transformation, as a society.

We can see how technology has supported the transformation of the Romanian society and is empowering a generation that is values driven, which adheres to strong ethical principles and which can rely on organisations like AmCham Romania to generate progress, value and find its way to do more for itself and the community around it.

What qualifies you for this position?

I am a transformational leader, having a wealth of senior leadership expertise in sales, digital platforms, general management, marketing and operations, as well as a successful track record in creating value for all the stakeholders I have worked with. As General Manager of Microsoft Romania, I am aiming to drive growth initiatives to enable digital transformation across all sectors and deliver outstanding results through developing team capabilities, scaling a strong partner ecosystem, encouraging local innovation and fostering a collaboration-based organization culture.

How have you been an active member in AmCham over the past year?

As a member Digital Economy Committee, we have assumed the lead role for the AI Task Force to define a framework at national level for an 'AI strategy', considering both the adoption opportunity and the legislative prerequisites in order to drive impactful projects. We have also been active in the Digital Skills Task Force.

Please list three priorities you see relevant for AmCham as a leading business association:

- *Support Digital Transformation Policies.*
- *Promote and support educational initiatives at large.*
- *Corporate Governance initiatives to foster sustainable economic growth .*

IULIAN POPESCU

MUŞAT & ASOCIAȚII

Deputy Managing Partner



Iulian Popescu is an experienced practitioner in Corporate & Commercial matters, with a focus on public and private mergers & acquisitions, corporate finance, disposals, joint ventures and negotiation of various commercial contracts. He distinguished himself as an experienced and dynamic lawyer being involved in advising a significant portfolio of clients from sectors such as energy, constructions, farma or telecom on all aspects of their businesses. His broad experience also includes advisory work as leading lawyer in large infrastructure projects, being particularly skilled in public acquisitions and PPPs, concession law and licensing/regulatory issues.

Why do you think affiliation with AmCham Romania is important?

After two years of being closely involved in this structure I still believe that affiliation with AmCham Romania affords its members the opportunity to meet and enhance the visibility of their companies, as well as to voice their opinions and concerns regarding the current policy and legislative issues and challenges facing the Romanian business environment. Through its extensive advocacy efforts, AmCham has become a powerful voice promoting the position of the Romanian business community and raising awareness of the needs and views of the businesses operating in Romania.

What motivates you to run for a position in the AmCham Board of Directors?

As demonstrated throughout our years of cooperation, my commitment in the numerous useful and interesting activities promoted by AmCham is shared and supported by my law firm, which is dedicated to give back to the business community, its clients and fellow members in AmCham as sign of appreciation for the strong team-up over the years.

By actively involving I feel that I can bring and serve not only the spirit of our team but also the shared values of our longstanding clients, many of which are already members of AmCham.

What qualifies you for this position?

My involvement in AmCham's Board for the past two years has afforded me a broader perspective on the ways that we, as business association, can meaningfully and positively impact the business community and Romania's economy at large.

In taking on a role within AmCham, I would draw on my knowledge and experience in the legal field to identify relevant policy issues that need to be addressed and outline potential recommendations and solutions for the business community.

How have you been an active member in AmCham over the past year?

My activity in AmCham was concentrated, aside the role within its board of directors, towards chairing and coordinating two of the most dynamic committees, namely: (i) the Competition and State Aid Committee and (ii) the Structural Funds, Public Procurement and PPP Committee. Also I have coordinated the activity within the Trade Legislation Task Force.

Please list three priorities you see relevant for AmCham as a leading business association:

- *Strengthening the partnership and dialogue between the private sector and the public authorities.*
- *Increased advocacy in terms of promoting anti-corruption and anti-bureaucracy measures.*
- *Disseminating vital business and legal information among the Members .*

ADRIAN GRECU

Country Manager



Strong business leader within healthcare with demonstrated consistent performance. Broad and diversified experience within the pharmaceutical industry, encompassing 25 years of local, regional and international exposure. Regional head for South East Europe since mid-2018, with outstanding results, both organizationally and financially. Strategic vision, coordination of integrations and adaptation of business models across the industry. Active participation in the local pharmaceutical associations and AmCham, previously board member in the originator association (ARPIM), currently President of the Generic Association (APMGR) for second consecutive mandate.

Why do you think affiliation with AmCham Romania is important?

AmCham is the strongest and most active association advocating for a sustainable business environment to the benefit not only of its members but more so of Romania and its citizens. The achievements of AmCham are unparalleled among all similar associations and its reputation and visibility speaks for itself. Values like transparency, sustainability, long-term strategic approach are at the heart of AmCham modus operandi.

What motivates you to run for a position in the AmCham Board of Directors?

I've been the President of the Association of Romanian Generic Drug Producers (APMGR) for the past 3 years. I've been deeply involved with authorities and media at all levels to make the environment more favourable and predictable, for the industry in general and for the generic producers in particular.

I consider it is time to take my expertise to the next level and help our business community and members of AmCham to a broader extent by leveraging my abilities and experience to interact and influence stakeholders from government, parliament or other specific national agencies.

What qualifies you for this position?

Given my 25 years of local and international business experience from which 20 in the pharmaceutical industry I do have a solid understanding of the challenges an enterprise is facing in Romania, but also a broad understanding of the health care environment at both local and global level.

I am covering several markets in Eastern Europe, I worked in countries like Austria, Singapore, Russia, India, China and former CIS countries, therefore I have a very broad understanding of what works within the healthcare system and the business environment in general.

How have you been an active member in AmCham over the past year?

Either me personally or through my management team, we've been a very active member in the health care working group proposing various initiatives to improve the environment for the pharmaceutical players, but also for the other stakeholders in the field.

Please list three priorities you see relevant for AmCham as a leading business association:

- *Maintain an open communication and continuous dialogue with the authorities.*
- *Focus on improving the predictability of the fiscal and legislative adjustments.*
- *Strengthen the AmCham brand and its reputation as the strongest and most active association advocating for a sustainable business environment.*

DAN SCHWARTZ

Managing Partner



For the past 26 years, Dan Schwartz has been leading one of the most reputed professional services company in Romania. He is the co-founder and managing partner of RSM in Romania – the sixth largest provider of audit, tax and consulting in the world. His extensive expertise as a tax consultant and as a business leader has been perfected through education programmes completed at Harvard University, Washington State University, George Washington University, and the Paris Conservatoire National des Arts et Metiers. Dan has an in-depth understanding of the Romanian business environment and its needs, having experienced first-hand, as an entrepreneur, the challenges of sustainability, scalability and stability. This has qualified him as a consultant not only for small to Fortune500 companies, but for State Institutions as well.

Why do you think affiliation with AmCham Romania is important?

AmCham Romania is one of the largest business associations, connecting numerous Romanian companies with the U.S., other countries and Romanian capital. Affiliation with AmCham reunites the most relevant companies in the Romanian market that share an ambition: to do business in a friendly, stable and ethical environment. When a company adheres to AmCham Romania it has unequivocal certainty that its values and interest will be supported and promoted by an established organization that adds value to their brand.

What motivates you to run for a position in the AmCham Board of Directors?

Our shared ambition is what motivates me: I am running for this position because I want to contribute to making Romania a country where businesses thrive – and I firmly believe that AmCham can be a lever in motivating the business environment forward. As a member of the Board, I will have the opportunity – and the means- to support our members in reaching their business expectations, to a facilitate purposeful collaboration between them and to consolidate AmCham’s role and reputation in consulting and advocating with the Government.

What qualifies you for this position?

RSM Romania has been a member since 2000. Throughout the past 20 years, I’ve been actively involved in AmCham’s Tax Committee as a professional tax adviser and Co-Chair at times.

I have an in-depth understanding of the domestic business environment through my roles as a leader of a successful company and as a tax consultant for small to Fortune 500 companies.

How have you been an active member in AmCham over the past year?

Last year was difficult: the political instability and the changes in legislation, many of them adverse to the business environment have affected every company doing business in Romania. Leveraging on my reputation as a leading tax advisor who activates on the public scene, I lobbied the Government in office to positively influence their attitude towards companies.

Please list three priorities you see relevant for AmCham as a leading business association:

- *Strengthen AmCham’s position as a trustworthy partner of the Romanian Government in building a stable and sustainable business environment.*
- *Transform AmCham into an open forum where all members can advocate on behalf of their businesses and promote their aspirations.*
- *Design and promote new legislation on lobby and advocacy.*

ROBERTO MUSNECI

Co-Founder & Senior Partner



Mr. Roberto Musneci has over 25 years' experience in the Pharmaceutical and Healthcare sector in Eastern Europe, where he set up and ran a group of companies for a major pharmaceutical multinational prior to leading a global business from the company Headquarters.

Mr. Roberto Musneci has been non-executive director on the board of several London and Bucharest listed companies, member of the board of Foreign Investors Council in Romania and President of the American Chamber of Commerce from 2004 to 2006. He is one of the founding members and Vice President of the ASPEN Institute Romania.

Mr. Musneci has been knighted with the "Stella D'Italia" by the President of the Italian Republic in June 2009. He holds a degree in Applied Economics at LUISS in Rome and further executive studies at LSE in UK and Duke University in North Carolina.

Why do you think affiliation with AmCham Romania is important?

I am a member since 2002 and three times President. AmCham has always been the most effective, transparent advocacy channel for both general economic issues and Industry sectors issue

What motivates you to run for a position in the AmCham Board of Directors?

I played an active role, particularly in the Healthcare Task Force since I left the board in 2006 and supported Amcham objectives in CDR and in other contexts.

In the past 10 years I acquired a deeper understanding of the role and modus operandi of various associations and I strengthened my activity in Business Diplomacy and business dialogue.

AmCham is the most effective organization to put these skills at work

What qualifies you for this position?

- *Expertise in Business Diplomacy (CDR, CCIPR, Confindustria, CNPR, ARPIM)*
- *Expertise in Healthcare*
- *Former Board Member and President of Amcham*
- *Former Board Member of FIC, Confindustria*
- *Out-going President of the Italian Chamber*
- *Expertise in Business Associations*

How have you been an active member in AmCham over the past year?

- *I have and still am an active member of the Healthcare task force.*
- *My company colleague are also members of the Energy Task force under my coordination*
- *I am an active member in CDR in Healthcare and other regulatory matters such as the Lobby law, labour market legislation, CSR and others.*

Please list three priorities you see relevant for AmCham as a leading business association:

- *Renew our efforts to strengthen level plain field and transparency in critical sectors in particular: Energy, ITC, Healthcare.*
- *Digitalize economy and Healthcare in particular.*
- *Forcefully coordinate actions with other Associations to push forward the priorities of the Business community.*

ANDA TODOR

Managing Partner

todor
istocescu **et** vintilă
business lawyers



Anda Todor was the President of the American Chamber of Commerce in Romania (AmCham) and led various initiatives including the preparation of the AmCham Romania Anti-Corruption Guidelines and the AmCham Romania Code of Corporate Governance. Anda's extensive legal experience is complemented by deep knowledge of various areas of law, primarily focusing on corporate and M&A, private equity, commercial, employment, regulatory compliance and capital markets. She graduated from the Bucharest University Law School and holds an LLM degree from Georgetown University Law Center (USA). Former Managing Partner of a major international law firm she has supervised numerous large projects and transactions, providing advice in complex deals involving multiple jurisdictions, for more than 25 years.

Why do you think affiliation with AmCham Romania is important?

AmCham is the business organization of first choice for our company as its primary goal is to represent the business interest of the local and international business community, promoting and maintaining a permanent connection with the policy makers. AmCham proved to be a trustworthy partner, having clear goals, a strategy to reach those goals and a clear vision for the business community.

What motivates you to run for a position in the AmCham Board of Directors?

As a former President and board member of AmCham board, I fully understand the important role which AmCham played in the business community and in the Romanian market in general, over the years.

Having worked many years with AmCham, I fully understand that our personal involvement and contribution as board members supports the fulfilment of the association vision for Romania and thus, I am fully committed to promote its values and goals.

What qualifies you for this position?

I am a practicing attorney with more than 25 years of experience, working with international players but also with local entrepreneurs on various areas, including corporate governance, energy, healthcare, and others. I supervised large transactions and complex deals, including pioneering transactions for our market.

I will contribute with my expertise, ideas and energy to the AmCham agenda, as designed by its board.

How have you been an active member in AmCham over the past year?

In 2018 I was the AmCham President and I was actively involved in leading numerous initiatives. As board member for many years, I coordinated the preparation of the AmCham Romania Anti-Corruption Guidelines, AmCham Romania Code of Corporate Governance and The Competitiveness Report, AmCham being the first business association on the Romanian market to have prepared such important documents.

Please list three priorities you see relevant for AmCham as a leading business association:

- Continue to make a positive impact in our community by supporting the development of the healthcare system, infrastructure and innovation.
- Staying in permanent contact and promoting an open consultation and dialog with the policy makers
- Promote a collaborative culture, in order to fulfil its goals and vision for Romania.

SILVANA IVAN

Partner

TUCA ZBARCEA
/ ASOCIATII



Silvana Ivan is a Partner of Țuca Zbârcea & Asociații, with 20 years of legal expertise. For the past 15 years, she has worked in our firm's capital markets, M&A, corporate and healthcare practice groups.

Silvana Ivan has assisted some of our most important clients in relation to a wide range of legal and regulatory compliance requirements, assisted in the drafting of complex pieces of legislation and successfully represented clients' interests before various local authorities.

Furthermore, Silvana Ivan took part in high-profile investment projects, acting for renowned multi-national companies active in various industries (e.g. financial services, healthcare, heavy industries FMCG), in relation to their operations and investment plans in Romania, corporate/business model restructuring, corporate and daily commercial issues.

She is also a contributor to many publications and speaker at conferences in the capital market and healthcare field.

Why do you think affiliation with AmCham Romania is important?

I believe an affiliation to AmCham can offer companies a powerful platform for business networking/cooperation and also for promoting their legitimate interests before public authorities. Throughout the years, AmCham built a strong reputation and a powerful voice for the Romanian business environment, and is widely acknowledged as a relevant networking hub.

What motivates you to run for a position in the AmCham Board of Directors?

In my view, being an AmCham Board member would be the natural way to integrate my 20 years of business law experience into a broader paradigm where I believe that my skills and energy could make a difference.

I am also looking forward to the opportunity of learning from other more experienced Board members while being myself a mentor for the newcomers. In the current times, I strongly believe that the AmCham Romania Board of Directors can play a relevant role in ensuring and promoting a better business environment.

What qualifies you for this position?

I have 20 years of legal experience as a business lawyer in top Romanian law firms (out of which 15 years with Țuca Zbârcea & Asociații), I hold a LLM in International Business Law and have provided legal assistance to all types of legal entities activating on the local market and in most of the business industries .

Aside from an extensive knowledge and understanding of the overall regulatory and political system that comes with being a business lawyer, I believe I also have a good understanding of the main legal and business issues of many industries where AmCham members activate.

How have you been an active member in AmCham over the past year?

Țuca Zbârcea & Asociații is a member of AmCham since 2005. I am part of the legal working groups on Capital Markets and Healthcare

Please list three priorities you see relevant for AmCham as a leading business association:

- Conducting structured and regular inquiries among AmCham members for identifying the current business/legal challenges.
- Consolidating the working groups on for each industry area.
- Consolidating AmCham's network, both by attracting new members and increasing its visibility towards the local authorities and civil society.

BRYAN JARDINE

Managing Partner

WOLF THEISS



Bryan Wilson Jardine is the Managing Partner of the Bucharest office since 2005, when he assisted in establishing the local presence of Wolf Theiss in Romania. A California-admitted (since 1990) and registered foreign lawyer with the Bucharest Bar Association, Bryan has lived and worked in Romania and the region since 1996.

Over the course of his U.S. and international legal career spanning nearly thirty years, he has provided legal advice on privatizations, corporate M&A, energy law, regulatory and public procurement, dispute resolution and real estate to a number of high-profile clients active in various business sectors in the CEE/SEE region.

Bryan is also the regional coordinator of the Wolf Theiss renewable energy practice.

He has extensive experience in the conventional and renewable energy (RES) sector, having represented leading multinational investors and developers in this sector.

Bryan has been a member of the Board of Trustees of the American International School of Bucharest since 2003.

Why do you think affiliation with AmCham Romania is important?

Am Cham represents a unified platform for those companies operating in Romania to try and address those economic and political issues that may impact their businesses operating in this market.

It can play a key role in promoting a more transparent and business-friendly environment in Romania.

What motivates you to run for a position in the AmCham Board of Directors?

I have been involved with AmCham for the 20+ years I have been living and working in Romania, initially after I set up the U.S. law firm Arent Fox here in 1998 and thereafter with Wolf Theiss from 2005 onwards.

I believe in the mission of AmCham and given that I will be stepping down from the Board of Trustees of the American International School of Bucharest in June 2020 (after 17 years of service on that Board), I believe I will have the time necessary to dedicate to a Board position on AmCham.

What qualifies you for this position?

As a U.S. lawyer doing business in Romania for over 20 years, I believe I bring a certain historical perspective on the evolution of the Romanian business environment and a skill set as a business lawyer that could be useful to the Board.

Over the years I have advised many companies that have invested and are doing business in Romania and am aware of the legal and practical impediments they face in doing business here. since I am an American citizen who has been very active in the Romanian expat community in my years here, I would bring that perspective also to the Board of AmCham.

How have you been an active member in AmCham over the past year?

As noted, I have been active in AmCham over the last 20+ years. This past year I have not been so active (other than attending the AGM) due to other work and Board commitments. However, as noted I will be stepping down from the AISB Board in June and so I believe I will now have the time available to dedicate to a Board position on AmCham for the next two year term. Colleagues from Wolf Theiss have also been active in and contributed to the various committees over the years.

Please list three priorities you see relevant for AmCham as a leading business association:

- *Continue to provide a platform for AmCham members to address specific areas of concern they may have in relation to their business in Romania.*
- *Leverage the strong reputation of AmCham to serve as a lobbying force with the new government of Romania .*
- *Work to increase membership in AmCham by public outreach and promoting the values we stand for.*



CANDIDATES' PRESENTATION

Auditing Committee

CODRUTA PISA
CEO



Ms. Codruta Daniela PISA is a top finance expert and senior advisory. Ms. PISA has been worked for Colgate Palmolive for more than 7 years and after that for more than 18 years a member of the Executive Board of Sodexo, having outstanding results during the years as a CFO of the company, as well as a Public Affairs Director.

Ms. PISA has strong fiscal knowledge and a special ease of understand legal and institutional environment. Ms. PISA is a very good communicator, able to explain any difficult fiscal topic, in a very easy manner, which is an essential skill in any advocacy activity.

Ms. PISA is an active member of AmCham Taxation & Tourism Taskforce, as well as of the Coalition for Romania's Development Tourism Task Force, bringing its contribution to many projects developed in the task forces in which she participated and contributed to advocacy activities.

**Advisory
Expert
JAAD**

OANA NICORESCU
Partner



Being part of a community as AmCham is very important for a company because becomes part of the voice that can speak loudly and clear the necessities and position of the business community in Romania.

Running for a position in the AmCham Auditing Committee is for me an honor and an opportunity to offer something back to the community that shared with me so many interesting things over the years. More than 20 years of experience in tax advisory and in accounting, together with my fluency in English qualify me for being part of the Auditing Committee.

In the last years I have been part of the Tax Committee and a trainer at the workshops held for AmCham community.

MANUELA FURDUI

Managing Partner



Manuela Furdui has a professional experience of over 25 years in financial services area – auditing, accounting assistance, tax assistance and state aid consultancy, has coordinated complex financial projects in various industries and has extensive experience in leading a team of over 90 consultants. Manuela is a chartered accountant, tax consultant and financial auditor. Before founding FINEXPERT back in 2003, she held a management position in one of the big4 companies.

Manuela has graduated the Faculty of Finance and Accounting of the Academic of Economic Studies in Bucharest in 1994, and obtained the Certificate in International Business at the University of Bristol (UK) in 1998. Manuela also graduated the Executive MBA program in International Business at Ecole Nationale des Ponts et Chaussees in Paris (France) in 2000.

MĂDĂLINA STOICA,

Certified Accountant



Ms. Madalina Stoica is an expert accountant - member of The Romanian Body of Chartered Expert Accountants. Ms. Stoica has a wide experience in the field of accounting with over 9 years of experience in providing accounting and other professional services.

Her main activities and responsibilities are:

- Financial Reporting (RAS, IFRS).
- Management Reporting.
- Group Reporting.
- External / Internal Auditor Relationship.