

Anca Nicoleta Bujor

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Personal Profile & Objective

Dynamic, people-centric and results-driven Independent Business Consultant with more than 8 years of experience in securing revenue-generating partnerships and delivering solutions to startups, small and medium-sized companies, and global organizations. An excellent team player and recognized by peers as a friendly and professional communicator to clientele, internal and external stakeholders, and organizational leaders. Enthusiastic, self-motivated and confident individual with the ability to work independently or in a team environment. Seeking the opportunity to drive organizational, product and global growth by building on new and existing partnerships.

Career Highlights & Major Achievements

- 8 years of professional strategic business consulting experience working with startups, small and medium-sized companies, and global organizations.
- Worked with various companies and was involved in the strategic planning, execution and successful delivery of major projects that commenced with a 125% increase year over year.
- Outstanding communication, presentation and negotiation skills combined with patience, determination and persistence to troubleshoot any client concerns or issues that may arise.
- Demonstrated forecasting sales, planning and building processes used within the organization to proactively monitor and strive to achieve record-setting revenue gains.
- Adept at defining strategy for inside and outside sales, surpassing annual goals and serving as a driven integrated and Business Consulting Specialist leading cross-functional teams through various stages of the business procedures and processes.
- Capable of identifying and building relationships with decisions makers, stakeholders, and within assigned key accounts, creating an on-going relationship strategy and cultivating partnerships.
- Development and creation of business plans and processes from initial start-up to overall workflow and execution across organizations.
- Responsible for leading client services, strategy teams and transforming client objectives into innovative programs, while driving business growth and seeking new opportunities.
- Ability to multitask, manage and acquire new business, key accounts and seek new opportunities.
- Strong customer relationships based service and support coupled with strong attention to detail.

Relevant Work Experience

ANB Consulting – Amsterdam, Netherlands (Various International Clients – PieseUtilajeAgricole, Giftloop)

September 2015 – Current: Independent Business Consultant

- Connect and evaluate with various clients on their current business procedures, strategic and marketing objectives and clarifying business needs to drive an upward progression.
- Lead various initiatives in developing strategic and annual operating plans.
- Development of the equities throughout product and sales positioning and consumer programs that align with the client's mission, core values and overall business aptitude.
- Assess, summarize and monitor emerging products/services and make recommendations on their importance and relevance to the overall corporate brand, marketing and sales strategies.
- Increase efficiencies, coordinate with end user work groups to further streamline day to day business procedures outlining best practices and making improvement recommendations.
- Provide business solutions to partners and customers through quality training and education to exceed annual and quarterly key performance measurements and targets.
- Review and analyze current system setup and structures to identify any "bottlenecks" and implement new and improved processes and policies.

Gfresh – Amsterdam, Netherlands

July 2016 – August 2017: Business Development Manager

- Developed, managed and grew the European market by collaborating with internal and external stakeholders, interconnecting pipelines and project investors.
- Monitored and managed ongoing relationships with assigned existing customer accounts to ensure sales quotas and key performance indicators were achieved, while identifying additional revenue opportunities.

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- Communicated with customers and prospects to assist with solving business inefficiencies, provide direct feedback and implement new processes to ensure financial steady growth within the organization.
- Acquired and managed B2B key accounts, such as Ahold Delhaize Group, Kuehne+Nagel, Global Seafood SAS, Le Petit Pêcheur.
- Managed full-cycle sales, from prospecting and qualifying leads and the creation of marketing materials to ensure customers were provided detailed, effective and insightful information on the products and services.
- Developed overall engagement and growth strategies, maintained new businesses relationships and provided leadership of cross-functional teams to develop approaches and targets that met the business goals of clients.
- Identified trendsetter ideas by researching industry and related events, publications and announcements.
- Provided regular updates to stakeholders on progress, measurements of key performance indicators and reporting on the annual and quarterly business objectives.

TravelBird – Amsterdam, Netherlands

February 2015 – September 2015: Manager, New Projects

- Defined successful key performance indicators (KPI), anchoring business objective goals to create a positive return on investment (ROI) within the first month.
- Piloted new ideas, tested markets (Netherlands, Belgium, Germany) by following lean principles.
- Responsible for the overall project department strategy, assets, team management and reporting on the annual budget.
- Collaborated with multiple departments to achieve overall company mission, values and core responsibilities.
- Evaluated and managed new business opportunities, lead strategic team, and provide resource planning to ensure project completion.
- Identified, evaluated and recommend specific partnerships, product developments or merger acquisitions opportunities; support the execution of transactions and assist/manage ongoing relationships.
- Built strong relationships with internal leaders/stakeholders to foster two-way communication and ensured opportunities were shared and explored to drive revenue and growth.

Nova Founders Capital – Venture Capital in Southeast Asia

July 2013 – June 2014: Entrepreneur in Residence

Groupon Romania – Bucharest, Romania

March 2011 – July 2013: Head of Planning & Revenue Management; Senior Expert EMA

Education

Bachelor in Business Administration Degree, Academy of Economic Studies, 2009-2012

Software Skills

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| • CRMS (Salesforce, Pipedrive, HubSpot, Insightly, Zoho) | • Project Management (Monday, Asana, Gantt Charts) |
| • WordPress, WooCommerce | • Microsoft Office (Word, Excel) |
| • Customer Service (Zendesk, Intercom) | • G Suite |

References & Additional Qualifications

Provided on request