

Mihai [REDACTED]

 Bucharest (Romania)

Sex Male | Date of birth 19/05/1955 | Nationality Romanian

## WORK EXPERIENCE BY REGION

Country	Period
Romania	1980 - 2006
Libya	2006 - 2007
Algeria	2007 - 2017
Romania	2017 - 2021
France	2021 - 2022
Romania	2022 - 2023
Germany	2023 - 2023
Belgium	2023 - 2023
Germany	2024 - 2024

## WORK EXPERIENCE

2024–2024

### Site Manager

R.E.D. KONSTRUCTION, Triptis, (Germany)

As an employee of this company, which deals with the pouring of asphalt over fiber optic works, among my main duties I could mention:

- Coordination of the work teams on site, in compliance with the deadlines and quality of the works.
- Daily planning of the activities on site, according to the established deadlines.
- Preparation of daily production reports for the preparation of work situations.
- Preparation of the documents necessary for the organization of receptions.
- Centralizing and synthesizing the monthly production reports.

2023–2023

### Pilotage engineer

IULY STRUCTURE, Brussels, (Belgium)

As a Pilotage engineer, within a company that deals only with the installation of ventilated facades, curtain walls and claddings, I was concerned with the following duties:

- Analyzing the needs of the client.
- Negotiating technical and financial solutions with the client.
- Providing technical assistance.
- Deciding on contract documents (monitoring, work validation, invoicing, etc.)
- Establishing the principles of the customer-company relationship.

2023–2023

#### Site Manager

EPSILON FASER, Saarbrücken, (Germany)

Within this company, which deals with the installation of urban optical fiber, my main duties were:

- Discussing on site, the possible design modifications.
- Identifying on the site, the places that require special approval, from the town hall.
- Establishing plans, together with team leaders, for road signs and safety plans specific to each area.
- Approving the commencement of work.
- Supervising the execution of works on site.
- Preparing material requests.
- Distributing flyers containing details regarding the beginning of work.
- Measuring each day, the real progress on site of each team.
- Recording this progress on the tracking board.
- Preparing daily report (time-sheets, reports to the study office,
- Answering for miscellaneous requests, etc.).

2022–2023

#### Site Manager

AZIMA INVEST GRUP, Bucharest (Romania)

Within this company, which deals with the conservation, renovation and consolidation of national heritage buildings, my main tasks were:

- Based on the received designs, setting up the schedule for: execution of the works, setting up of the necessary materials and manpower.
- Organizing and supervising construction works.
- Coordinating the activities of all teams (including subcontractors), in strict compliance with the execution schedule
- Representing the company to customers and suppliers.
- Presenting the problems of the construction site, during extended weekly meetings with all the specialists involved in the project.

2021–2022

#### Construction Manager

ALU DESIGN CONSTRUCTION CIVILE, Paris (France)

Within a company that manufactures and mounts exterior metal joinery (curtain walls, cladding with various types of cassettes, etc.) my main attributions were:

- Identifying the means necessary for the execution of the site (equipments, workforce, subcontractors).
- Following up the planning and control of the work.
- Improving the company's profitability.
- Representing the company to customers and suppliers.

2018–2021

#### Construction Manager

RADICAL INSTAL SOLUTIONS, Bucharest (Romania)

Under an installation company, I was responsible for:

- Defining the roles and the time allotted for each team linked to the execution of the work.
- Organizing the work phases.
- Ensuring the planning of all monitoring, control and reception operations.
- Establishing rules for communication, coordination and application of regulatory and contractual provisions.

2017–2018 Commercial Manager

MKS MONTAJE SPECIALE, Bucharest (Romania)

For a company that execute ventilated facades and curtain walls, my main tasks were :

- Managing client relationships, identifying opportunities for new contracts.
- Data analyzing and creating reports to identify areas of business growth.
- Monitoring technical and commercial regulations
- Preparing the bids on new projects and negotiating contract terms.

2016–2017 Cost Engineer and Contract Administrator

EGIS - INTERNATIONAL, Jijel (Algeria)

- Following the procedures, the coding system and the reliable control system for the established BOQ and ensuring their application.
- Checking and validating the Contractor's monthly statements.
- Comparing the cumulative executed quantities with the contract quantities.
- Ratifying the payment situations for the monthly calculations, submitted by the Contractor (situations submitted according to the contractual time limit).
- Managing the possible discrepancies between the Owner and the Contractor, usually being limited to technical and administrative support for the Owner.
- Establishing the quantities of the Contractor (jointly / contradictory monthly statements).
- Analyzing and validating the Contractor's proposals for the breakdown prices of the new item

2007–2016 Senior QS, Cost Engineer

TAISEI CORPORATION (COJAAL), Constantine / El Harrouche (Algeria)

- Organizing and coordinating a team of 12 surveyors for the three sections of the project (Road, Tunnel and Structure).
- Monthly control of quantities produced by the Contractor and its Subcontractors and updating the cumulative quantities for each item of the BOQ.
- Checking all documents required for the regular submission of monthly provisional statements, according to typical specifications of the contract.
- Negotiating with the Engineer (based on their evaluations) in order to settle the definitive monthly quantities.
- Updating monthly records of all amounts executed / approved for payment by sections and by articles of the BOQ.
- Weekly monitoring of progress for the three lots (Structure lot: drilling of piles, execution of foundations, elevations piers / abutments, installation of beams, pouring of concrete slabs, etc. Tunnel lot: excavation of the calotte, stross, invert, installation of temporary supports, completion of the drainage system, waterproofing, finalization of the concrete shell , installation of equipment; Road lot: execution of the road layers, drainage, parapets, signs and road markings, etc.)
- Preparing of all additional amounts, to be introduced on various additional contracts.
- Proposing new articles (including the description of the new prices and breakdown prices).
- Preparing of variation orders.
- Preparing of contracts for the Subcontractors (in French and English).

2006–2007 Site Supervisor

BROWN B & ROOT - PROJECT "Great Man Made River Project", Zuwara (Libya)

- Monitoring various civil constructions (pumping stations, reservoirs, power stations) in a manner that meets the needs of the project, in accordance with the timetable.
- Daily monitoring of the site (monitoring of the Contractor's work, equipment and materials). Preparation of weekly inspections program, according to the phases of implementation.
- Monitoring and resolution of non conformities reports.
- Submitting proposals for repairs of concrete pipes, using special materials and new technologies.

2004–2006 Head of Sales and Client relations Department

NEOTEHNIC MACON, Bucharest (Romania)

- Controlling the budget related to the sale of products to ensure the profitability of the company.
- Improving of all costs (acquisition, transport, distribution) in order to maximize profits.
- Negotiating with different suppliers to set unit prices.
- Preparing and launching the offers to customers.
- Checking the technical and financial offers made by assistants before them being sent to the customers.
- Organizing tests on customer's construction site with the proposed materials.

1995–2004 Site Supervisor

MIGACRIS, Bucharest (Romania)

- Setting up the process of creating the offers for the customers after analysing the requirements of the customer.
- Evaluating the technical feasibility of the project, estimating the costs within the constraints defined by the specification.
- Estimating the costs and achieving the estimated budget of the project in relation to the design department.
- Elaborating and following up the procedures.
- Scheduling and organising the work.
- Checking suppliers, selecting and negotiating of subcontractors, supplying contracts.
- Presenting the proposal to the customer and validating the application with the customer.
- Following the consolidation works for various buildings and power plants (which were in an advanced corrosion state).
- Monitoring the work of making multiple houses, including access roads and all connections.

1991–1995 QA Responsible

CONDIV, Bucharest (Romania)

- Establishing of QIP - Quality Improvement Plan - for each phase & type of work, from the articles of the Special Conditions of Contract and Special Technical Specifications.
- Correlating the QIP of the company with the ones of the subcontractors.
- Monitoring and controlling the materials' specifications for all suppliers.
- Quality control of all activities on the basis of time, means and human resources.
- Implementing rules of storage and archiving of control documents (if any) by batch records.
- Checking the date of manufacture of each batch for various materials (cement, additives, etc.) to obtain their traceability correlated with the expiration date.
- Organising the sample library.
- Setting up the procedures and reports for quality control.
- Managing human resources (recruitment, evaluation and training).

1989–1991 [Site Manager](#)

ANTREPRIZA SPECIALA INSTALATII, MONTAJ,REPARATII, Bucharest (Romania)

- Supervising the execution of:
  - Metallic structures (metallic roofs, tanks in steel sheets, light metal structures - deposits, production halls).
  - Structures of reinforced concrete.
  - Consolidating civilian buildings.
  - Consolidating bridges, upper / lower passage on various roads.
  - Plumbing.
  - Works of water intake, pumping stations and water supply network.
  - Finishing works.
  - Coordinating a team of 180 workers, engineers, architects, electricians.

- 1985–1989 **Design Engineer**  
 INSTITUTUL STUDII PROIECTARI ENERGETICE, Bucharest (Romania)
- Designing various projects of consolidation for power plants and energy plants for the Ministry of Energy.
  - Developing technical specifications and technical proposals of implementation with the new building materials.
  - Working within a large team of studies for the nuclear power plant at Cernavoda.
- 1983–1985 **Head of production department**  
 INTREPRINDEREA PREFABRICATE PROGRESUL, Bucharest (Romania)
- In charge of supervising the good implementation of all technologies related to precast concrete elements, such as:
  - Elements for the underground system in Bucharest.
  - Elements for civil buildings by an industrial process;
  - Pre-stressed concrete cylindrical pipes.
  - Various reinforced concrete elements (beams, girders, columns, atypical slabs, sewer pipes, etc.).
  - Managing a team of 125 workers.
- 1980–1983 **Trainee Engineer**  
 INTREPRINDEREA PREFABRICATE MILITARI, Bucharest (Romania)
- Supervising all stages of implementation of precast concrete panels for civil buildings by an industrial process.
  - Participating to the technical meetings with design engineers, architects and site engineers.
  - Organizing trainings for different categories of workers.
  - Managing a team of 40 workers.

## EDUCATION AND TRAINING

- 1975–1980 **Bachelor degree in Civil Engineering and Metallic structures**
- University of Civil Engineering - Faculty of civil, industrial and agricultural buildings, Bucharest (Romania)

## PERSONAL SKILLS

Mother tongue(s)

- Romanian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
French	C2	C2	C2	C2	C1
English	C2	C2	C1	C1	C1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user  
 Common European Framework of Reference for Languages

Communication skills

- Good communication skills gained while working with and managing different teams.
- Excellent ability to express myself in a very clear, straightforward manner.
- Good presentation skills: clearly stating ideas using an energetic and enthusiastic style of communication.
- Ability to find the best solution for all of the involved parties (Owners, Contractors and subcontractors etc.)

Organisational / managerial skills

- Excellent leadership and coordination skills, as a result of managing teams numbering from 40 to more than 150 multicultural people.
- Good organizational skills gained during the years spent as Civil Engineer.
- Ability to mobilize a number of team members in a timely manner.

Digital competence

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Experienced user	Proficient user	Experienced user	Basic user	Independent user

Digital competences - Self-assessment grid

- Excellent command of MS Office Software (Word, Excel, PowerPoint) – advanced level.
- Good use of 2D drafting software: Autodesk AutoCAD – beginner level.
- Use of formatting and document post-processing: Adobe Acrobat Pro – intermediate level.

Driving licence

- clean “B”