

## Curriculum vitae Europass



### Personal information

First name/ Surname	Laurențiu Droj
Address	Str. Zalăului 2A, Oradea, Bihor County, Romania
Phone/ Mobile	Mobil: +40727860644
Fax	+40259246705
E-mail	laurentiu.droj@gmail.com
Nationality	Romanian
Date of birth	21/08/1978
Gender	male

### Professional experience

Dates	2019 -
Present Position	Member of the INTERREG ADRION – programme team of assessors
Main activities and responsibilities	Assessor of projects in the INTERREG ADRION programme (to be performed further in 2019)
Name and address of employer	ERVET Emilia-Romagna Valorizzazione Economica Territorio SpA, Viale Aldo Moro, 30 – Bologna (Italy)
Dates	2018 -
Present Position	Project Assessor for 22 projects in the programme Hungary-Slovakia-Romania-Ukraine ENI Cross Border Cooperation Programme 2014-2020 - HUSKROUA/1702
Main activities and responsibilities	Széchenyi Programme Office Consulting and Service Nonprofit Limited Liability Company, Szép utca 2. IV. emelet, H-1053 Budapest
Name and address of employer	
Dates	2018 -
Present Position	Project Assessor for road infrastructure strategic projects in the programme Interreg V-A Romania-Hungary Programme ENPI 2014-2020 – 1 major infrastructure project (only one has been submitted by the two countries)
Main activities and responsibilities	Oradea Regional Office for Cross-Border Cooperation (BRECO), Oradea, Calea Armatei Romane, No.1/A/ ACZ Consulting
Name and address of employer	
Dates	2017 –
Present Position	Consultant, Project Assessor and project monitoring staff
Main activities and responsibilities	Assessor for 128 projects: - financed in the International Bank for Reconstruction and Development financed - Romania Secondary Education Project (ROSE) Monitor for 18 projects financed by the International Bank for Reconstruction and Development - Romania Secondary Education Project (ROSE)

Name and address of employer	International Bank for Reconstruction and Development - Ministry of Education – Management Unit For Externally Financed Projects, Bucharest, str. Spiru Haret nr. 10-12
Type of business or sector	Public Institution
Dates	2016 -
Present Position	Associate Professor
Main activities and responsibilities	Teaching activity in the fields for the Faculty of Economics in the fields of: Financial Management of the Companies, Financial Diagnostic, Financial Economic Analysis, Evaluation of Enterprises Implementation of 5 research projects. Director of 1 research project.
Name and address of employer	University of Oradea - Faculty of Economics, Universităţii Street, 1 , Oradea
Type of business or sector	Higher Education Institution
Dates	2016
Present Position	External Assessor
Main activities and responsibilities	Assessor of 5 major infrastructure projects - Interreg IPA Romania –Serbia Programme 2014-2020 Regional Office for Cross-border Cooperation Timisoara / ACZ Consulting – Project Assessor Interreg IPA Romania –Serbia Programme 2014-2020
Name and address of employer	
Type of business or sector	Public Institution
Dates	2013 - 2016
Present Position	University Lecturer, PhD
Main activities and responsibilities	Teaching activity in the fields for the Faculty of Economics in the fields of: Financial Management of the Companies, Financial Diagnostic, Financial Economic Analysis, Evaluation of Enterprises
Name and address of employer	University of Oradea - Faculty of Economics, Universităţii Street, 1 , Oradea
Type of business or sector	Higher Education Institution
Dates	2009 – 2013
Present Position	External Assesor within Hungary Romania Cross Border Cooperation Programme 2007 – 2013
Main activities and responsibiliti	- Assesor of 20 (conceptual notes) and 5 major infrastructure projects (application forms including feasibility studies) in the CfP HURO/0802 - Assesor of 9 projects in the Call for Proposal HURO/0901 - Assesor of 19 projects in the Call for Proposal HURO/1001 - Member of the Pool of Assesors for the period 2009-2013.
Name and address of employer	Hungarian Public Nonprofit Company for Regional Development and Town Planning (VÁTI Kht) Territorial Co-operation Programmes Division Joint Technical Secretariat, Hungary – Romania Cross Border Cooperation Programme
Type of business or sector	Public Institution
Dates	2009 – 2013
Present Position	External Assesor within Hungary-Romania-Slovakia-Ukraine ENPI Cross Border Cooperation Programme 2007 – 2013
Main activities and responsibiliti	- Assesor of 10 big infrastructure projects (application forms including feasibility studies) in the first call for proposals - Assesor of 16 big infrastructure projects (application forms including feasibility studies) in the second call for proposals - Member of the Pool of Assesors for the period 2009-2013.
Name and address of employer	
Type of business or sector	

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<p>Dates</p> <p>Present Position</p> <p>Main activities and responsibilities</p>	<p>Hungarian Public Nonprofit Company for Regional Development and Town Planning (VÁTI Kht) Territorial Co-operation Programmes Division Joint Technical Secretariat, Hungary–Romania-Slovakia-Ukraine ENPI Cross Border Cooperation Programme Programme Public Institution</p>
<p>Dates</p> <p>Present Position</p> <p>Main activities and responsibilities</p> <p>Name and address of employer</p> <p>Type of business or sector</p>	<p>2006 - present</p> <p>Executive director (co-owner)</p> <ul style="list-style-type: none"> <li>- Consultancy in business and management</li> <li>- Identification of investment opportunities</li> <li>- Identification of sources of financing for infrastructure projects.</li> <li>- Elaboration of documentation(application forms, business and marketing studies, feasibility studies, cost benefit analysis, etc.) for accession of EU, international or national funds in various fields of activities business infrastructure, tourism and leisure infrastructure, industrial facilities, energy, education, food industry, agriculture, etc.: Total value of the projects proposed to be financed is in amount of around 120 millions EUR. Main important projects: Oradea Regional Business Center (14 million Eur), financed under FEDR, productive infrastructure projects(over 40 projects), SME start-up investment projects(39 projects), etc.</li> <li>- Project management for private or public investments</li> <li>- Evaluation of real estate properties or for mobile goods</li> <li>- GIS based studies and solutions in private and public sector</li> </ul> <p>SC URBANGIS Consulting SRL, 9, Muntele Gaina, Oradea Romania Private company - consultancy in business and management</p>
<p>Dates</p> <p>Present Position</p> <p>Main activities and responsibilities</p> <p>Name and address of employer</p> <p>Type of business or sector</p>	<p>2002 – 2003, 2005 - 2013</p> <p>Teacher Assistant</p> <p>Teaching activity in the fields for the Faculty of Economics in the fields of: Financial Management of the Companies, Financial Diagnostic, Financial Economic Analysis, Evaluation of Enterprises and for the Faculty of History, Geography and International Relations in the fields of Regional Development, Territorial Planning, Territorial Design Documentation and Techniques.</p> <p>Expert in several research projects such as: 0901/204/ PERIN.PRO - Cross-Border Research Programme - Performance Indicators of the Economic Entities from Bihar-Hajdu Bihar Euroregion, 0901/206/LINDIN - Cross-border cooperation for sustainable regional development through joint training of researchers in non-linear dynamics. 1001/320/2.2.3- The research of the financial contagion phenomenon in terms of risk and stochasticity for a healthy regional economy.</p> <p>University of Oradea - Faculty of Economics, Universităţii Street, 1 , Oradea Higher Education Institution</p>
<p>Dates</p> <p>Occupation or position held</p> <p>Main activities and responsibilities</p>	<p>2001 - present</p> <p>Executive vice president – (Not payed position)</p> <p>Coordination of external relations. Establishment of institutional partnerships. Project development. Expert or coordinator in 11 projects developed in the fields of Education, Social Awareness, Culture promotion, Promotion of social involvement of youth. The projects were financed by: EEA Grants(2 projects), HURO CBC 2007-2013(2 projects), ANSIT(3 projects), Local or regional funds (3 projects), internal fund raised project (1).</p>
<p>Name and adress of employer</p> <p>Type of business or sector</p>	<p>ACCENT – Association for Culture Education and Development, Oradea NGO</p>

Dates	2008 – march 2009
Occupation or position held	Head of department
Main activities and responsibilities	<p>Coordination and supervising of external financing projects</p> <ul style="list-style-type: none"> <li>○ Vito - Vital Towns – financing Interreg IVC - Aproximate value of the project 90.000 Euro. Role within the project: project coordinator</li> <li>○ European Defense System – financing Cultura 2000 – Aproximate value of the project 120.000 Euro Role within the project: project coordinator</li> <li>○ „Revitalization of Oradea Fortress for its introduction in the tourist’s routes – “Oradea Fortress, European Cultural Tourist Complex – Stage I” – Value 10.668.078 Euro, submitted within the Regional Operational Programme Axa 5.1 Role within the project: project coordinator.</li> <li>○ „Creation of an Dendrologic Park in the moat of Oradea Fortress” – financed by Environmental Administration Fund – value 1.585.930 RON (466.450 EUR). Role within the project: economic coordinator.</li> <li>○ Improvement of the crossborder business infrastructure Oradea – Debrecen – Feasability Study – Oradea Transfrontier Industrial Park – OTIP financed within the Phare CBC Romania-Hungary programme - 163.000 EUR. Role within the project: technic economic development expert.</li> <li>○ Rehabilitation and Modernization - Oradea Municipal Hospital Ambulatory submitted within the Regional Operational Programme Axa 3.1 „Rehabilitation /modernization / endowment of the health infrastructure services,, - 1.217.143 EUR. Role within the project: coordinator of administrative activities.</li> <li>○ Technical assistance for the project “ Revitalization of Oradea Fortress for its introduction in the tourist’s routes – Stage I” financed by the Ministry Of Development, Public Works, and Housing - 1.312.000 RON (385.900 EUR). Role within the project: project coordinator.</li> <li>○ Technical assistance for the project “Rehabilitation, modernization and endowment of the Protestant Teologic High School Loranfti Zsuzsanna” financed by the Ministry Of Development, Public Works, and Housing - 221.400 RON (65.200 EUR) Role within the project: project coordinator.</li> <li>○ Technical assistance for the project “ Rehabilitation, modernization and endowment of the Roman Catholic Teologic High School Szent Laszlo” ” financed by the Ministry Of Development, Public Works, and Housing - 221.400 RON (65.200 EUR) Role within the project: project coordinator.</li> </ul> <p>+ Elaboration of: feasibility studies, documentations for public procurement, economic studies, cost benefit analysis, etc.</p> <p>Oradea City Hall – Sustainable Development Division – Infrastructure Development Department, Piața Unirii nr.1, 410100, Oradea, Bihor, România</p> <p>Local Public Administration</p>
Name and address of the employer	
Type of business or sector	

Dates	2007- 2008
Occupation or position held	Head of department
Main activities and responsibilities	<p>Coordination and supervising of external financing projects</p> <ul style="list-style-type: none"> <li>○ Hist. Urban + Revitalization of Historical Cities – financing Interreg CADSES IIIB - Aproximate value of the project 2.000.000 EURO (from which to Oradea Municipality 99.726 EUR) Role within the project: urban development technical expert</li> <li>○ European Defense System – financing Cultura 2000 – Aproximate value of the project 120.000 Euro Role within the project: project coordinator</li> <li>○ „Revitalization of Oradea Fortress for its introduction in the tourist’s routes – “Oradea Fortress, European Cultural Tourist Complex – Stage I” – Value 10.668.078 Euro, submitted within the Regional Operational Programme Axa 5.1 Role within the project: project coordinator.</li> <li>○ „Creation of an Dendrologic Park in the moat of Oradea Fortress” – financed by Environmental Administration Fund – value 1.585.930 RON (466.450 EUR). Role within the project: economic</li> </ul>

<p>Name and address of employer</p> <p>Type of business or sector</p>	<p>coordinator.</p> <ul style="list-style-type: none"> <li>○ Improvement of the crossborder business infrastructure Oradea – Debrecen – Feasability Study – Oradea Transfrontier Industrial Park – OTIP financed within the Phare CBC Romania-Hungary programme - 163.000 EUR. Role within the project: technic economic development expert.</li> <li>○ Rehabilitation and Modernization - Oradea Municipal Hospital Ambulatory submitted within the Regional Operational Programme Axa 3.1 „Rehabilitation /modernization / endowment of the health infrastructure services,, - 1.217.143 EUR. Role within the project: coordinator of administrative activities.</li> <li>○ Technical assistance for the project “ Revitalization of Oradea Fortress for its introduction in the tourist’s routes – Stage I” financed by the Ministry Of Development, Public Works, and Housing - 1.312.000 RON (385.900 EUR). Role within the project: project coordinator.</li> <li>○ Technical assistance for the project “Rehabilitation, modernization and endowment of the Protestant Teologic High School Loranfti Zsuzsanna” financed by the Ministry Of Development, Public Works, and Housing - 221.400 RON (65.200 EUR) Role within the project: project coordinator.</li> <li>○ Technical assistance for the project “ Rehabilitation, modernization and endowment of the Roman Catholic Teologic High School Szent Laszlo” ” financed by the Ministry Of Development, Public Works, and Housing - 221.400 RON (65.200 EUR) Role within the project: project coordinator.</li> <li>○ Oradea – Culture and diversity – financed by the Swiss Cultural Fund – 15.400 CHF Role within the project: economic coordinator.</li> </ul> <p>+ Coordination of the relations with investors (Hanil-Samsung, CTP, Kaufland, etc.)</p> <p>+ Elaboration of: feasibility studies, documentations for public procurement, economic studies, cost benefit analysis, etc.</p> <p>Oradea Real Estate Administration– Programme Management and and Relations with the investors and SME Department, Piața Unirii nr.1, 410100, Oradea, Bihor, România</p> <p>Local Public Administration</p>
<p>Dates</p> <p>Occupation or position held</p> <p>Main activities and responsibilities</p>	<p>2006-2007</p> <p>Head of Office</p> <p>Coordination and supervising of external financing projects from the fields patrimony, urban development, culture:</p> <ul style="list-style-type: none"> <li>○ Hist. Urban + Revitalization of Historical Cities – financing Interreg CADSES IIIB - Aproximate value of the project 2.000.000 EURO (from which to Oradea Municipality 99.726 EUR) Role within the project: urban development technical expert</li> <li>○ European Defense System – financing Cultura 2000 – Aproximate value of the project 120.000 Euro Role within the project: project coordinator</li> </ul> <ul style="list-style-type: none"> <li>- Coordonation and supervization of the activities of „Oradea Fortress Museum” and „Oradea Fortress Library”</li> <li>- Coordonation of cultural, scientific events</li> <li>- Elaboration of: feasibility studies, documentations for public procurement, economic studies, cost benefit analysis, etc.</li> </ul>
<p>Name and address of employer</p> <p>Type of business or sector</p> <p>Dates</p> <p>Occupation or position held</p> <p>Main activities and responsibilities</p>	<p>Oradea City Hall – Division of Patrimony, Piața Unirii nr.1, 410100, Oradea, Bihor, Romania</p> <p>Local Public Administration</p> <p>2002 – 2006</p> <p>conseillor</p> <ul style="list-style-type: none"> <li>- Coordonation of two externally financed projects (Oradea Fortress – Revival of a Legend and Oradea Fortress – Thesaurus of the people’s traditions, financed within the „Living Heritage” programme by the Carphatian Euroregion Development Fund)</li> <li>- Member in the project team for the project: „Vote for bicycle, Vote for a cleaner city”, financed within the Life Environment programme</li> </ul>

	<ul style="list-style-type: none"> <li>- Consultancy and maintaining relations with the mayors from Oradea Metropolitan Area</li> <li>- Elaboration of: feasibility studies, documentations for public procurement, economic studies, cost benefit analysis, etc.</li> </ul>
Name and address of employer	Oradea City Hall – Urban Development Department, Piața Unirii nr.1, 410100, Oradea, Bihor, Romania
Type of business or sector	Local Public Administration
Dates	2001
Occupation or position held	Export coordinator
Main activities and responsibilities	Relations with external clients, custom authorities, custom operators
Name and address of employer	SC Tricostar SA
Type of business or sector	Private sector
Dates	1999 – 2000
Occupation or position held	Sale Director – Managing Partner
Main activities and responsibilities	Relations with clients. Market Research for new products. Sale team coordination.
Name and address of employer	SC Autentic SRL
Type of business or sector	Private - Marketing and Promotion
<b>Education and training</b>	
Dates	2009 – 2012
Title of qualification awarded	PhD in Finance
Principal subjects/occupational skills covered	The topic of the PhD is: “ <i>Contributions to the Methodology for Analysis, Selection and Financing of Investment Projects from European Structural Funds</i> ”
Name and type of organisation providing education and training	University Babeș Bolyai Cluj Napoca, Faculty of Economics and Business Management, Cluj Napoca, Romania
Dates	2003 – 2004
Title of qualification awarded	Master of Arts in Urban Development and Management
Principal subjects/occupational skills covered	Urban Management and Development (UMC 10)
Name and type of organisation providing education and training	Institute for Housing and Urban Development Studies (IHS) Rotterdam și Erasmus University Rotterdam, The Netherlands
Dates	2002-2005
Title of qualification awarded	Master Diploma (MA)
Principal subjects/occupational skills covered	Organizational Management
Name and type of organisation providing education and training	University of Oradea – Faculty of Economics. Master studies.
Dates	1997-2001
Title of qualification awarded	Bachelor Degree
Principal subjects/occupational skills covered	Finance – Banking – Insurance
Name and type of organisation providing education and training	University of Oradea – Faculty of Economics.

Dates	1994-1997
Title of qualification awarded	Diploma Certificate in Informatics
Principal subjects/occupational skills covered	Informatics
Name and type of organisation providing education and training	„Traian Vuia” National Technical College Oradea

**TRAINING**

Dates	2015
Title of qualification awarded	Project Assessor
Principal subjects/occupational skills covered	Project Evaluation
Name and type of organisation providing education and training	TSI – Consultanta and Training Bucharest

Dates	2012
Title of qualification awarded	Profesional Trainer (Formator)
Principal subjects/occupational skills covered	Profesional Trainer (Formator)
Name and type of organisation providing education and training	University of Oradea

Dates	2009
Title of qualification awarded	Certificate of graduation
Principal subjects/occupational skills covered	Valuation of mobile goods
Name and type of organisation providing education and training	ANEVAR – The National Association of Romanian Valuers

Dates	2009
Title of qualification awarded	-
Principal subjects/occupational skills covered	Planning of Public Procurement Projects, Common Procurement Vocabulary, Conflict of interest, E-procurement (RTP33373)
Name and type of organisation providing education and training	General Directorate for Enlargement of the European Commission in cooperation with TAIEX

Dates	2009
Title of qualification awarded	-
Principal subjects/occupational skills covered	Electronic Aquisitions in Romania. Tendering for works and services. Contract Management (RTP34173)

Name and type of organisation providing education and training	General Directorate for Enlargement of the European Commission in cooperation with TAIEX
Dates	2008
Title of qualification awarded	Certificate of graduation
Principal subjects/occupational skills covered	Valuation of properties
Name and type of organisation providing education and training	ANEVAR – The National Association of Romanian Valuers
Dates	2008
Title of qualification awarded	Graduation Certificate no. 0013562
Principal subjects/occupational skills covered	Project Manager Course
Name and type of organisation providing education and training	National Institute of Administration - Center for Regional Continuous Training for the Local Public Administration Cluj-Napoca
Dates	2007
Title of qualification awarded	Graduation Diploma
Principal subjects/occupational skills covered	Project Management for European Funds
Name and type of organisation providing education and training	Universidad Francisco de Victoria, Madrid, Spain
Dates	2005
Title of qualification awarded	Graduation Certificate no. 5572
Principal subjects/occupational skills covered	Management of European Affairs
Name and type of organisation providing education and training	Center for implementation of the Performant Management Bucharest
Dates	2005
Title of qualification awarded	Graduation Certificate no. B2038/2005
Principal subjects/occupational skills covered	Business.Europe 2007
Name and type of organisation providing education and training	British Academy of Business and Communication
Dates	2002
Title of qualification awarded	Graduation Diploma
Principal subjects/occupational skills covered	Project Management and communication with external audience
Name and type of organisation providing education and training	Carpathian Foundation Oradea and Partnership Foundation Miercurea Ciuc
Dates	2002
Title of qualification awarded	Graduation Certificate
Principal subjects/occupational skills covered	Environmental Impact Assessment in the context of the Preparation of Municipal Environmental Investment Projects



Name and type of organisation providing education and training

Mott Mac Donald,  
Environmental Resources Management (ERM), UK  
KPMG Bucharest  
Water Training Center of Bucharest (CFPPDA)

Dates

2001

Title of qualification awarded

Graduation Certificate nr. 5572

Principal subjects/occupational skills covered

Price Calculation – Financing – Investments

Name and type of organisation providing education and training

IBD/GTZ Bucharest and Corporate Solution

**Personal skills and competences**

Mother tongue

**Romanian**

Other languages

Self-assessment

*European level (\*)*

**English**

**Italian**

Understanding		Speaking		Writing
Listening	Reading	Spoken interaction	Spoken production	
C2	C2	C2	C2	C2
B2	B2	B2	B2	B2

(\*) *Common European Framework of Reference for Languages*

Social skills and competences

- Capacity for working in multinational, multidisciplinary teams
- Capacity for adaptation to new situations, new locations
- Good capacity of communication
- Good working capacity under stress

Organisational skills and competences

Experience in coordinating a team in financing projects, but also within the institution  
Good Organizational Capacity

Technical skills and competences

Experience în elaboration and management of external financing projects  
Experience in elaboration of economic studies, financial analysis, cost benefit analysis, feasibility studies, surveys, urban and territorial design documentation, strategies, evaluations in the fields of investments and projects.

Computer skills and competences

Expertise in the field of urban management and urban revitalization  
Competencies: Microsoft Office package, Adobe package, Corel Draw package, Geomedia, ArcGIS, Project management software etc.

Driving licence

B Category

**Additional information**

Member of the following professional organization:

- ANEVAR – National Association of the Valuers from Romania – certified valuator
- Romanian Economic Society – member
- CETR – The Corp of the Romanian Technical Experts
- CECCAR