

Personal information

Name / Surname **FAUR FLAVIU CASIAN**
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 E-mail(s) faurcasian@gmail.com
 Nationality Romanian
 Date of birth 28.10.1988
 Gendre Male

Education and Training

Period **2021-present:**
 The name and type of educational institution / training provider University "Valahia" of Târgoviște - IOSUD
 Doctoral School of Economic and Humanistic Sciences
 Field: Management
 Period **2010 - 2014**
 The name and type of educational institution / training provider West University "Vasile Goldiș" Arad.
 Faculty of Legal Sciences, specialization: "Law".
 Graduate of the Faculty of Legal Sciences
 Bachelor's degree
 Period **2010 - 2012**
 The name and type of educational institution / training provider Master's studies at "Aurel Vlaicu" University Arad.
 Specialization: "Funding and management in public safety institutions".
 Master's degree
 Period **2007- 2010**
 The name and type of educational institution / training provider "Aurel Vlaicu" University Arad.
 Faculty of Economic Sciences.
 Specialization: "Management".

Native language Romanian language

Foreign Languages Known

Self-assessment

European level (*)

English Language

Understanding				Speaking				Writing	
Listening		Reading		Conversation Participation		Oral speech		Written Expression	
C1	Experienced User	B2	Independent User	B2	Independent User	B1	Independent User	B 2	Independent User

Professional Experience
Position Held
Activities and Responsibilities

2022 – present

Assistant Professor at Aurel Vlaicu University Arad
Specific activities of teaching and training in disciplines: financial management, sales management, purchasing management, business ethics, organizational behavior.
Academic Advisor

Professional Experience
Position Held
Activities and Responsibilities

2018- prezent

Manager of Agents - Groupama Insurance SA
Recruitment, training, and management of my own structure of insurance agents;
Market research to identify potential clients;
Establishment and development of professional relationships with clients;
Presentation of product and service offers, advising clients in making optimal decisions, and providing technical support during event production;
Preparation and presentation of a weekly report on the evolution of numerical, qualitative, and quantitative achievements, as well as the evolution of the client portfolio;
Achievements:
Coordination of a team of agents, setting weekly objectives, and implementing proposed measures;
Motivation and support of the team, providing technical support to the sales team to achieve set objectives. These objectives were achieved and often exceeded the allocated plan.
Promotion and sale of products in accordance with company policies and standards;
Negotiation of contracts, contract supervision;
Achievement of company-established objectives;
Preparation and submission of periodic reports regarding the evolution of the client portfolio;
Responsible for the smooth running of activities and providing administrative support within the agency;
Ensuring communication with other departments within the company and externally.

Professional Experience
Position Held
Activities and Responsibilities

2013- 2018

Senior Sales Advisor - Groupama insurance
Market research to identify clients in the SME sector;
Establishment and realization of strategic partnerships and development of professional relationships with them;
Presentation of product and service offers, advising clients in making optimal decisions, and providing technical support during event production;
Preparation and presentation of a weekly report on the evolution of numerical, qualitative, and quantitative achievements, as well as the evolution of the client portfolio in the SME client sector.

Professional Experience
Position Held
Activities and Responsibilities

2011- 2013

Asistent manager – Groupama insurance
Activities for collecting insurance premiums from collaborators, clients, and employees;
Management activities of documents with special regime;
Activities and responsibilities regarding the record-keeping of receipts and due rates from insurance contracts at the agency level.
Activities and responsibilities regarding the proper organization and conduct of activities specific to the field of activity.

Personal Skills

Ability to work under pressure. Skill acquired in the current job due to the need to make correct decisions in a very short time frame, correlated with a volume of information that needs to be analyzed so that the final solution is efficient.
Responsibility is a skill resulting from teamwork that I lead.
Adaptability and flexibility, skills acquired from insurance underwriting activities..

Social Skills and Aptitudes	<p>Adaptability and seriousness acquired in group projects and negotiations. Experienced team spirit developed since college and deepened in professional activities with good results. Capacity for synthesis and analysis of tasks and responsibilities. Professional evaluation spirit of collaborators, improvement, and monitoring of teamwork. Self-improvement capacity to acquire the necessary knowledge to achieve results. Good results in disseminating information within the projects I have participated in. Ability to work with students as an academic advisor. Communication skills acquired as a university lecturer.</p>
Organizational Behaviors and Attitudes	<p>As a team manager, I have gained valuable experience in time management and organization. I possess communication skills as a mentor and trainer. I am an effective communicator, both with team members and clients. I consider myself to be a discreet, ethical, and trustworthy individual. In my competencies, I am impartial and objective, both regarding activities and team members.</p>
Computer Skills and Proficiency	<p>Proficient in Microsoft Office tools (Word, Excel, and PowerPoint); Proficient in programming languages: FoxPro, Access, and graphic applications such as Photoshop, 3D Studio Max, and Pinnacle Studio.</p>
Artistic Skills and Aptitudes	<p>Passion for musical technology.</p>
Other Skills and Abilities	<p>Hobbies: - Sports (football, tennis, basketball) - Automotive industry</p>
Driving License(s)	<p>Category B</p>
Additional Information	<p>Others Erasmus+ Teaching mobility (STA), Participation in the training mobility program, Gal Ferenc University, Faculty of Economics, Bekescsaba, period 23.10.2023-27.10.2023. References available upon request</p>
The job position occupied	<p>University "Aurel Vlaicu" Arad Faculty of Economic Sciences Assistant Professor</p> <p>Groupama Insurance Company Manager agents</p>

Casian Faur