

**Curriculum vitae**  
Europass

**Personal information**

Name / Surname **FAUR FLAVIU CASIAN**  
Address Str. Banu Maracine, no.14, bl.8, ap.9, Arad city, county Arad  
Telephone(es) Mobile: 0735864433  
Fax(es) -  
E-mail(s) faurcasian@gmail.com  
Nationality Romanian  
Date of birth 28.10.1988  
Genre 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 (\*)*

<b>Understanding</b>		<b>Speaking</b>		<b>Writing</b>
Listening	Reading	Conversation Participation	Oral speech	Written Expression

**English Language**

C1	Experienced User	B2	Independent User	B2	Independent User	B1	Independent User	B2	Independent User
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<b>Professional Experience</b> Position Held Activities and Responsibilities	<b>2022 – present</b> 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
<b>Professional Experience</b> Position Held Activities and Responsibilities	<b>2018- prezent</b> <i>Manager of Agents</i> - 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.
<b>Professional Experience</b> Position Held Activities and Responsibilities	<b>2013- 2018</b> <i>Senior Sales Advisor</i> - 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.
<b>Professional Experience</b> Position Held Activities and Responsibilities	<b>2011- 2013</b> <i>Asistent manager</i> – 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.
<b>Personal Skills</b>	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..

<b>Social Skills and Aptitudes</b>	<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>
<b>Organizational Behaviors and Attitudes</b>	<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>
<b>Computer Skills and Proficiency</b>	<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>
<b>Artistic Skills and Aptitudes</b>	<p>Passion for musical technology.</p>
<b>Other Skills and Abilities</b>	<p>Hobbies:  - Sports (football, tennis, basketball)  - Automotive industry</p>
<b>Driving License(s)</b>	<p>Category B</p>
<b>Additional Information</b>	<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>
<b>The job position occupied</b>	<p><b>University "Aurel Vlaicu" Arad</b>  Faculty of Economic Sciences  Assistant Professor</p> <p><b>Groupama Insurance Company</b>  Manager agents</p>