

Grațian FIERĂSCU

Professional experience / 10 years

SCHNEIDER ELECTRIC ROMANIA SRL

One of the world's top companies providing energy and automation digital solutions for efficiency and sustainability.

Project Manager

2021 – present

Responsibilities:

- Lead, monitor, and control of the performance of customer's project life cycle – Project Initiation, Project Planning, Project Execution and Controlling, and Project Closing;
- Key activities include task completion verification, project team monitoring, managing the exchange of project updates across the project team members, schedule reporting, issue resolution, scope change, variation claim and contract administration;
- Validate the project, including technical and commercial elements;
- Monitor the execution of the customer's project order and verify the execution of the project through kick-off meetings;
- Communicate with all parties including exchange of technical requirements and project plan information, site acceptance, and site energization preparation;
- Lead the closeout of the customer's project to include financial reconciliation, verification of job site equipment arrival, installation, start-up, and training support completion;
- Solve problems with customers that results in positive feedback and enhanced relationships.
- Manage, control, and supervise site activities, such as conducting site risk assessments, and providing guidance to vendors for installation, testing and commissioning

ABB ASEA BROWN BOVERI SRL (Romania)

Global company in the field of engineering, a global leader in energy, solar energy, automation technologies and robotics.

Sales & Project Manager – RA

2020 – 2021

Responsibilities:

- Achieve growth and hit sales targets by successfully managing the sales team;
- Determine annual unit and gross-profit plans by implementing marketing strategies; analysing trends and results;
- Establish sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products;
- Design and implement a strategic business plan to expand company customer base;
- Develop, maintain and execute a territory plan and promote service contracts to existing customers;
- Maintain sales volume, product mix and selling price by keeping current with supply and demand, changing trends, economic indicators and competitors;
- Manage, develop, coach, control and motivate the sales force to develop their skill to ensure that a high professional standard is achieved and monthly sales target and KPI target are met;

- Develop and implement new sales initiatives, strategies and programs to capture key demographics;
- Present sales, revenue and expenses reports and realistic forecasts to the management team;
- Identify emerging markets and market shifts while being fully aware of new products and competition status;
- Coordinate internal resources and third parties/vendors for the flawless execution of projects;
- Ensure that all projects are delivered on-time, within scope and within budget;
- Perform risk management to minimize project risks;
- Delegate project tasks based on junior staff members' individual strengths, skill sets and experience levels.

ABB SRL (Romania)

Project Manager - PG

2017 – 2020

Responsibilities:

- Coordination and completion of projects on time within budget and within scope, projects development of <10 M Euro/year;
- Project schedule, control project activities, implementation, proactively to maximize cash flow;
- Coordinate internal resources and third parties/vendors for execution of projects;
- Developing project scopes and objectives, involving all relevant stakeholders and ensuring technical feasibility;
- Planning and defining scope, activity planning and sequencing, resource planning, developing schedules, time and cost estimating, developing budget;
- Use appropriate verification techniques to manage changes in project scope, schedule and costs;
- Measure project performance using appropriate systems, tools and techniques;
- Report and escalate to management as needed;
- Manage the relationship with the clients and all stakeholders;
- Perform risk management to minimize project risks;
- Create and maintain comprehensive project documentation;
- Meet budgetary objectives and adjust project constraints based on financial analysis.

ABB SRL (Romania)

Sales/Quotation Specialist Manager responsible for PG department (Power Grids)

2012 – 2017

Responsibilities:

- Responsible for PG Service Sales quotations: products / service / stations / extensions / retrofit / replacement of active products.
- Promote ABB MV&HV products, services, SCADA, protection systems, tele protection, and EV-Chargers;
- Identification of technical solutions requested for new products (MV/HV), switchgears, protection systems, SCADA, generators, excitation systems, replacement/retrofit equipment, spare parts, service works, modification or extension of energy systems, repair/restoration of equipment, EV-Charger systems;
- Preparing tender documentations including the elaboration of technical solutions according to the specifications required, cost summary sheets, risk assessments and approval documentation; issue the cost calculation and project risk review;

- Preparation of technical design specifications of electrical systems to ensure appropriate technical solutions, installation and operation in accordance with the standards and requirements of the client;
- Negotiation of the technical and commercial offers, contract amendments;
- Checking the products delivery in order to ensure in accordance with the design and equipment specification, compliance burden and operational safety standards;
- Responsible to provide technical support throughout the implementation of the projects;
- Supervision of production efforts to ensure customer satisfaction, on time delivery and within the budget of the project;
- Development of marketing strategies with global Supply Manager for pricing level, develop and maintain relationships with customers; implementation of new technical solutions;
- Performing data entry tasks for sales figures, metrics, and other relevant information and maintaining an organized and accessible filing system;
- Handling administrative duties for the company and its executives and management teams.
- Customers visit in order to assure a good relationship, generates and processes new sales leads as necessary

Design Engineer

ELECTROMONTAJ SA (Romania)

International Construction Company specialized in the construction and maintenance of the electrical lines, communications with power stations and connections of transformer for electric power supply.

2012

Responsibilities:

- Design Engineer for pillars and overhead high-voltage lines;
- Managing the relationship with clients and subcontractors.

Engineer - Internship

TRANSELECTRICA (Romania)

Transelectrica is the Romanian Transmission and System Operator (TSO) which plays a key role in the Romanian electricity market.

2010 (4 months)

Responsibilities:

- Accumulation of new knowledge in the field of energy and putting them into practice

Studies / Courses / Awards

Studies:

2014 - Present PhD - Polytechnic University of Bucharest, Faculty of Power Engineering: ISE

2011 - 2013 Master - Polytechnic University of Bucharest, Faculty of Power Engineering, Power Systems Management: MS8

2007 - 2011 Faculty - Polytechnic University of Bucharest, Faculty of Power Engineering, Power Systems Engineering Department: ISE

Courses:

2018 ANRE Certified (IVA / IVB), (under finalization)

IEEE member

Person in Charge of Work PICW training workshop, Bucharest

2016 Finance for Business Certificate, Zurich Switzerland

Security Awareness Training - Social Engineering Module, Bucharest

Front-end sales basic training for gas-insulated switchgear, Bucharest

Front-end sales intermediate training for gas-insulated switchgear, Bucharest
Finance for Business, Bucharest
Project Risk Management - Certification, Bucharest

2015 Sales Training, Lodi Italia

Antitrust Rules and Best Practices, Bucharest

Certified technical Medium Voltage Products, Warsaw and Przasnysz Poland

2014 Certified technical High Voltage Products - Ludvika Sweden

Global Anti-Bribery: Don't Look the Other Way, Bucharest

Awards:

2018 ABB Employees Award – for extraordinary results in Innovation & Speed

2009 8th session of the Center for the Development of Creativity of the Academy of Science People from Romania-certificate of participation

2008 Honorable mention at the session of scientific communications, Chair of Thermodynamics Univ. Politehnica Bucharest; Stirling engine (functional layout engine achievement)

2008 Second Prize in Physics Department II-the scientific Physics Student-Faculty of applied sciences (methods to decrease the magnitude of an earthquake for Tower buildings, part experimental realization of layout)

Publications

2021 4th International Conference on Smart Energy Systems and Technologies, SEST 2021, Data Processing using Blockchain Technology Application for Improving of Energy Efficiency and Power Quality, Alexandru Zamfirescu, Cosmin Şuhan, Graţian Fierăscu si Mădălina Arhip

2020 International Symposium on Fundamentals of Electrical Engineering 2020, Bucharest, November 5-7, Robust electricity consumption forecast based on load curves analysis, Mădălina Arhip-Călin, Cristian Cornel Andrei, Graţian Fierăscu, Gabriel Tudor, Alexandru Zamfirescu, George Seritan

2020 International Symposium on Fundamentals of Electrical Engineering 2020, Bucharest, November 5-7, Raspberry Pi, an alternative low-cost PLC , Graţian Fierăscu, Gabriel Tudor, Cătălin Urcan, Mădălina Arhip-Călin

2020 Scientific Bulletin , Electrical Engineering and Computer Science, UPB, number 10702, Analysis of distributions probability of secondary power quality indices analysis using Monte Carlo simulations, Graţian Fierăscu ,Cristian Andrei, , Gabriel Tudor, Mădălina Arhip-Călin

2020 55th International Universities Power Engineering Conference (UPEC), Simulation and Monitoring of Energy Flows in a Micro-Grid, Graţian Fierăscu David-Cătălin Urcan ; Dorin Bică ; Lucian Ioan Dulău ; Ilie Vlasa ; Mădălina Arhip-Călin

2020 EMERG Magazine, Energy Efficiency Influence of Smart Cities Transportation, Madalina Arhip-Calin, Catalin-David Urcan , Graţian Fierăscu

2019 T&T Magazine, Tehnica si tehnologie, 5-8 November, „ABB continua sa sustina educatia generatiei viitoare de ingineri in Romania” paper interview Graţian Fierăscu

2019 CEE Targoviste , Analiza parametrilor de calitate a energiei folosind protocolul MQTT, Gabriel Tudor, Cristian-Cornel Andrei, Graţian Fierăscu, Cătălin Urcan

2019 The 54th International Universities Power Engineering Conference, UPEC, 3-6 September – „Smart grid integration of IoT”, Gabriel Tudor, Cristian Andrei, Madalina Arhip, Alexandru Zamfirescu, Graţian Fierăscu

2018 International Conference and Exposition on Electrical And Power Engineering (EPE) 18-19 October – „Assessment for Efficient Operation of Smart Grids Using Advanced Technologies” , George Seritan, Ion Triştiu , Graţian Fierăscu , Ramona Vatu

2017 Simpoziomul International “PRIORITATILE CHIMIEI PENTRU O DEZVOLTARE DURABILA” Editia a XIII a ROMANIA , Bucuresti 25-27 octombrie 2017 – „Characteristics and influences of SF6 gas on

the environment and climate-friendly alternative to SF6", drd.ing. Fierăscu Grațian Mihai , prof. dr. ing Porumb Radu 2, ing. Marius Deaconu

2015 Conferinta Nationala si Expozitia de Energetica , CNEE, Sinaia, Romania, 21-23 Octombrie 2015 - „Energy conservation and equipment reliability using Ultrasound technology”, dr.ing. Basarab Guzun, ing. Razvan Neagoe, drd.ing. Fierăscu Grațian Mihai

Skills

Computer skills:

SAP, AutoCAD, Microsoft Office, Outlook, Lotus Notes, CCP, SafePlus, SafeRing, Unigear, BOL, Relays configurator, Salesforce, MS Project.

Personal skills:

Communication, ability to work under pressure, decision making, time management, self-motivation, conflict resolution, leadership, adaptability, working experience in project management, negotiation.

Foreign languages:

English - Advanced

Italian - Beginner