



Iulian-Alin Ciobanu

PROFESSIONAL SUMMARY




Procurement Officer with extensive experience in searching, evaluating and negotiating with prospective suppliers. Motivated with 8 years of progressive experience. . Navigates high-stress situations and achieves goals on time and under budget.

CORE QUALIFICATIONS

- Supplier analysis
- Rigorous sourcing
- Decision-making
- SAP R3
- Office Package
- Office Package
- Office Package
- Office Package

CERTIFICATIONS

- COURSE ATR in house –Certificate of Recognition for General Familiarization Course ATR42- 400/500/72-212

	+40748856872
	iulyan_alin@yahoo.com
	Bucharest, Bucharest 061324

EXPERIENCE

07/2023 –Current

Fly Lili S.R.L | Baneasa ,Bucuresti

Head of Logistics

- The purchase of goods, products, services and works necessary for the maintenance of the aircraft in the company's fleet
- Searching and selecting the suppliers that meet the requirements to purchase goods and services for the aircraft Company's fleet.
- Coordination of the activity of the purchasing office and administration of own activity.
- Contact suppliers via Request for Quotation (RFQ), Request for Information (RFI), to buy goods and services.
- Analyze the bids obtained and select the best outcome after negotiations.
- Follow the process of delivery of goods and services (repairs, exchange) for the company's fleet
- Manage contracts for the purchase of goods and services such as aircraft component repair contracts for the company's fleet.
- Checks approves and sends invoices and credit notes for payment credit where due.

- Resolves problems arising in the process of performing the activity.
- Participates in meetings with internal and external suppliers with a view to establishing new collaborations or improving existing ones.
- Secure the purchase of parts and other components for aircraft repair in Aircraft On Ground mode with a 24-hour working schedule.
- Heading the supply chain
Responsible with the supply chain

- Head of Warehouse
- Receipt of parts/tools and their storage in good condition, verification of documents, preparation of NIR, preparation of parts for shipment, stock check.
- Coordination and administration of the aviation parts warehouse

04/2022 – 07/2023

A&D Pharma | Mogosoaia, Ilfov
Procurement Specialist

- Responsible for monitoring the market and managing the relationship with suppliers of non-pharmaceutical goods/services. Oversees the bidding process and prepares procurement reports, analyzes and recommendations.
- Created RFI and RFP documents with meticulous accuracy, maintaining thorough, precise supply-chain records.
- Negotiated with suppliers and implemented contracts to secure value for money and maximize resources.

11/2013 - 04/2022

Tarom Romanian air transport |
Otopeni, Ilfov
ECONOMIST / PURCHASE EXPERT

- The purchase of goods, products, services and works necessary for the maintenance of the aircraft in the company's fleet
- Manage logistics contracts.

- Searching and selecting the suppliers that meet the requirements to purchase goods and services for the aircraft Company's fleet.
- Propose to the hierarchical superior the inclusion in the List of Approved Suppliers, suppliers who fulfill the conditions for the supply of goods and services for the aircraft in the fleet company's.
- Coordination of the activity of the purchasing office and administration of own activity.
- Contact suppliers via Request for Quotation (RFQ), Request for Information (RFI), to buy goods and services.
- Analyze the bids obtained and select the best outcome after negotiations.
- Follow the process of delivery of goods and services (repairs, exchange) for the company's fleet
- Manage contracts for the purchase of goods and services such as aircraft component repair contracts for the company's fleet.
- Checks approves and sends invoices and credit notes for payment credit where due.
- Resolves problems arising in the process of performing the activity.
- Participates in meetings with internal and external suppliers with a view to establishing new collaborations or improving existing ones.
- Secure the purchase of parts and other components for aircraft repair in Aircraft On Ground mode with a 24-hour working schedule.

01/2008 - 09/2008

Blue Air | Bucharest, Bucharest
Storekeeper

- Receipt of parts/tools and their storage in good condition, verification of documents, preparation of NIR, preparation of parts for shipment, stock check.
- Coordination and administration of the aviation parts warehouse



EDUCATION

2007

Artifex University | Bucharest, B
Licensed Economist - Commerce,
Tourism and Service: Management -
Marketing

2003

IULIU MANIU High School |
Bucharest
Transport technician: Automotive