



ADRIAN PASCU

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Address Wehntalerstrasse 441, 8046, Zurich, Switzerland

EDUCATION

2019 - 2020

MSc Entrepreneurship

University College London - UK

Distinction expected

Customer Development & Lean Startup, Finance, Strategic Management, Investment, Prototyping, Technology, etc.

2016 - 2019

Bachelor of Business Administration

University of Strathclyde, Glasgow - UK

First Class Honours achieved

Business Analysis, International Entrepreneurship, New Venture Planning, Consumer Behaviour, Economics, etc.

JUN - JUL 2018

Business Intelligence & Strategy

ESSCA, Paris - France

First Class achieved

Blockchain, Internet of Things, Strategy, Artificial Intelligence, E-commerce.

MAY 2020

Advancing Negotiation Skills

SCOTWORK, Glasgow - UK

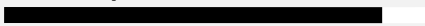
Business negotiation techniques, Public speaking, Communication, Teamwork.

SKILLS

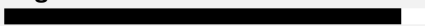
Business Applications

CRM Management, Salesforce, SAP, HubSpot, Jaggaer e-procurement, Six Sigma, MS Power BI, Data Analytics, Resource Allocation, Planning, C++

Leadership



Negotiation



Problem solving



Teamwork



PERSONAL PROFILE

I am a 22 years old Business Administration professional currently based in London. I have an entrepreneurial mindset with a true passion for everything that has to do with Technology, and I feel a true devotion for continuous improvement. I am a dynamic, goal-oriented individual who enjoys working closely with people from all backgrounds, leading agile teams, enhancing strategies, coordinating cutting-edge projects, adding value to businesses and exceeding expectations.

PROFESSIONAL EXPERIENCE

23 JAN 2020 – 1 JUN 2020

Operations Associate

Sudor

Optimising the E2E process of uploading workouts and content into the App; QA; Identifying aspects for automation in the future; Analysing and improving current work processes; Establishing key milestones; Working close with the CEO and COO;

1 JUN 2019 - 31 AUG 2019

Data Specialist (Legal Operations Division)

UiPath

Supported the implementation of Conga CLM in Salesforce; Enhanced data strategies to enable the business capture key data points; Streamlined internal processes by identifying pain points and providing solutions; Evaluated complex data issues

4 JUN 2018 - 31 AUG 2018

Procurement Intern – Managerial Position (P2P Direct)

Procter & Gamble

Led the implementation of a new SRM across Europe; Onboarded suppliers; Elaborated a user manual; Identified and suggested action plans to mitigate compliance and quality risks; Delivered 5 training sessions; Planned and achieved all key milestones of Phase I;

22 MAY 2017 - 29 JUL 2017

Advisory Intern (Government & Public Sector Division)

Ernst & Young

Evaluated the business opportunity of the Romanian Road Infrastructure market for a client in Japan; Analysed feasibility of projects; Elaborated proposal forms for participating in project tenders; Created project status reports for management;

ENTREPRENEURIAL VENTURES

INNOBUSINESS – Founder & CEO (www.innobusiness.ro/en/)

MAFFLO LLC – CEO (Amazon online store)

References: Available on request.