



PERSONAL INFORMATION

Dumitru Goldbach



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WORK EXPERIENCE

01/10/2012–Present

PhD. Lecturer

Valahia University of Târgoviște, Târgoviște (Romania)

Lecture and seminar teaching activities in the subjects:

Marketing.

Marketing researches.

International marketing.

Commercial transactions.

Promotional techniques.

Coordinating work Licence .

Connecting students to the economic environment by creating partnerships with companies where students perform internships .

Organizing scientific meetings for students.

Secretary of the Commission license .

Secretary of the entrance .

01/10/2008–01/10/2012

Assistant Ph.D.

Valahia University of Târgoviște, Târgoviște (Romania)

Management leadership seminars discipline .

Scientific research .

Publishing articles in national and international journals .

Participation in national and international scientific meetings .

06/12/2012–Present

CEO

SC Ecoboutique SRL, Mihailești (Romania)

- Management of the company and its representation in relation to state institutions.
- Market research and commercial contracts for import and distribution operations nationally and internationally.

- Participation in international fairs in Cologne and Istanbul .
- Promotion of products on an atypical market .

- Consulting services in management and marketing.

16/03/2006–29/09/2014

Policeman

Metropolitan Police of Bucharest, Bucharest (Romania)

Preventing antisocial acts .
 Area consisted offenses and preparation prior acts .
 Other specific responsibilities of police work .

15/11/2001–03/07/2004

Owner

SC Goldbach Impex SRL, Bucharest (Romania)

- company management.
- contracts with supermarket chains .
- conduct all activities for import of food.
- Specific distribution activities (driving , handling, preparing invoices , approvals) .
- obtaining permits.

05/05/2004–15/03/2006

Marketing manager

SC Exiton Industrie SRL, Bucharest (Romania)

- achieving marketing plan .
- market research .
- promoting new products on the market.
- establishing portfolio of products and brands.
- developing the distribution network .

EDUCATION AND TRAINING

01/10/2008–15/08/2011

PhD in Management

EQF level 8

Universitatea Valahia din Târgoviște, Târgoviște (Romania)

- heoretical depth .
- supported doctoral research performance materialized by publishing articles listed internationally.
- participation in international conferences as author and speaker (Kaunas , Lithuania , Bulgaria Svishtov).
- participation in international events necessary for doctoral research .

01/10/2004–07/07/2008

Bachelor in Management

EQF level 7

Bucharest University of Economic Studies, Bucharest (Romania)

- I started a theoretical training .
- I supported the work of the original license based on my experience built up in your work. Basically I presented my own business.

PERSONAL SKILLS

Mother tongue(s) Romanian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
French	C2	C2	C2	C2	C2

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages

Communication skills Excellent communication skills due both to a vast experience in sales and academic activities .

- Organisational / managerial skills**
- Very good driving skills .
 - I coordinated a sales division with very good results .
 - We organized activities for admission to the faculty.
 - I was the secretary of the license , with a great responsibility and with responsibility for organizing the entire process.
 - We held scientific and cultural events .

- Job-related skills**
- author of scientific papers .
 - experienced marketer .
 - specialist in market research .
 - online Marketing Specialist .
 - expert lecturer entrepreneurship course.

Digital competence

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user	Proficient user	Independent user	Proficient user	Proficient user

Digital competences - Self-assessment grid

Driving licence AM, A1, A2, A, B1, B, BE, C1, C1E, C, CE, D1, D1E, D, DE

ADDITIONAL INFORMATION

- Memberships**
- **Rotary International** member, **Rotary Foundation** President for 2015-2016.
 - Associate researcher at **Cedimes Institute**, Mame, France.
 - President of Roamnian National Employers- Teleorman Branch.
 - Member of European Management Association.
 - Member of Social Dialogue Commission.
 - Member of Advisory Board at County Employment Agency Workforce.
 - Member of Board of Directors at Health House.
- Conferences**
- WSEAS Press, December2009 , Puerto de la Cruz, Tenerife, Canary Islands, Spain.
 - WSEAS International Conference on Business Administration, FEB 20-22, 2010, Cambridge, ENGLAND.
 - "Management Horizons in Changing Economic Environment: Visions and Challenges" , September

2009, Kaunas, Lituania.

- "European Space", Târgoviște, 2010.
- Ecological Agriculture: priorities and perspectives, Iași, 22-24 October, 2009.

Publications

Books:

Goldbach Dumitru, MARKETING: theoretical elements - case studies – tests, Bucharest, Pro Universitaria, 2015, ISBN 978-606-26-0440-0.

Goldbach Dumitru: *The potential of organic farming in Romania in terms of SCP paradigm in the context of sustainable development*, București, Pro Universitaria, 2014, ISBN 978-606-26-0068-6.

ISI- Web of Science Works:

1. Popescu, Delia Mioara, Robescu, VO, Velter V, Stegaroiu, I, Popa, G, **Goldbach, D.**,- „*Innovation management and Romanian SME's*”, 4th WSEAS International Conference on Business Administration, FEB 20-22, 2010, Cambridge, ENGLAND.
2. Robescu Valentina Ofelia, Popescu Delia, Popa Gabriela, Barbu Ionut, **Dumitru Goldbach**, Daniela Alexandrescu,- „*Traditional business versus e-business in Romanian's SMEs*”, Proceedings of 8th WSEAS International Conference on E-Activities, Published by WSEAS Press, Decembrie 2009 , Puerto de la Cruz, Tenerife, Canary Islands, Spania, Published by WSEAS Press ISSN:1790-5117 ISBN:978-960-474-143-4.
3. Stegaroiu I., Cucui I., Petrescu M., Horga V., **Goldbach D.**,- „*E-commerce with organic products in Romania*”, Proceedings of 8th WSEAS International Conference on E-activities, Published by WSEAS Press, Decembrie 2009 , Puerto de la Cruz, Tenerife, Insulele Canare, Spania, Published by WSEAS Press ISSN:1790-5117 ISBN:978-960-474-143-4.

Works published in B+ magazines :

4. **Goldbach D.**, Baranga L., Dosaru Viorel, Miclea Gheorghita,- „*Eco-Management, Trends In Management Evolution*”, Annals. Food Science and Technology, Târgoviște, 2009.
5. Stegăroiu I., Petrescu M., **Goldbach D.**, Florea N.,- „*On-line ecology*”, Annals Food Science and Technology, Târgoviște, 2009.

Papers presented and published in proceedings of international conferences :

6. Florea N., **Goldbach D.**,- „*Recrutement performance of competent human resources in order to achieve strategic objectives of the organisation*”, 10th International Scientific Conference Management Horizons in Changing Economic Environment: Visions and Challenges, Septembrie 2009, Kaunas, Lituania, ISBN 978-9955-12-504-4.
7. Maricescu L.D., **Goldbach D.**, Baranga L.- „*Projects cycle: the main documents and decisions (especially projects financed from EU funds)*”, European Spaces International Symposium, Târgoviște, 2010.
8. Petrescu M., **Goldbach D.**, Baranga L.- „*The role of SME in regional development*”, Ecological Agriculture: priorities and perspectives, Iași, 22-24 October, 2009.
9. Stegăroiu I., **Goldbach D.**, Miclea Ghe.- „*Organic farming and management*”, Ecological Agriculture: priorities and perspectives, Iași, 22-24 October, 2009.

Papers published in the Journal of Doctoral research (PhD School of Valahia University of Targovishte):

10. **Goldbach D.**,- „*S.B.P paradigm (structure, behavior, performance) and development of new industries in Romania*”, Journal of Doctoral Research, vol. I, nr.1, 2009.
11. **Goldbach D.**,- „*National context in which businesses operate in Romania a comparative study with other EU countries, a view from the perspective of sustainable development*”, Journal of Doctoral Research, vol. II, nr.2, 2010.

Papers presented in national conferences:

12. **Goldbach D.**, Baranga L., Dosaru Viorel, Miclea Gheorghita,- „*Eco-management, trends in management evolution*”, Conference on Environment and food safety topics- priorities and perspectives ", Targoviste, Romania, 20-21.11.2009.

13. **Goldbach D.**, - " *S.B.P paradigm (structure, behavior, performance) and development of new industries in Romania* ", Annual Scientific Symposium of HRD doctoral scholars -September 2009.

14. Stegăroiu I., **Goldbach D.**, Maricescu D., Goldbach F., Goldbach R., - , *Economic Strategies for a Sustainable Development* ", Holistica, Târgoviște, 2011.

Papers published in the annals of the Romania Scientists Academy or presented in conferences organized by RSA:

15. **Goldbach D.**, - „*The development of new industries in order to reduce the negative impact of industry on environment*”, Spring Scientific Session of the Academy of Scientists from Romania," Technology and Information Society: Challenges of the 21st century", 29.04.2009.

16. Goldbach I.R., **Goldbach D.**, - „ *The Development of New Industries in Order to Reduce the Negative Impact of Industry on Environment*", Annals of the Academy of Romanian Scientists Series on Science and Technology of Information, 2010.

17. Maricescu L.D., **Goldbach D.**, - „*Education – Essential Element In Humanity Development*", Spring Scientific Session of the Academy of Scientists from Romania," Technology and Information Society: Challenges of the 21st century", 29.04.2009.