

Str. Toamnei nr. 1A. Duda, com. Chiajna, jud. Ilfov
0040 724 385 805
contact@florinsimion.com
www.florinsimion.com / www.timetrialrunning.ro
Birth : 1st of December 1980

FLORIN SILVIU SIMION

OBJECTIVE By proudly working as Tourism Analyst at the moment or as Sales Representative, Account Manager, Brand Manager & Sales Representative in the past, I have specialized myself in spotting consumers behavior and in researching the market trends, trying to find a common direction in the company. Since the beginning of my career, I've proved to be a very serious and persistent person in achieving the targets.

Specialties: Assuming my decisions, innovative thinking, solution oriented.

I am currently enjoying the time spent at & for work, while building up my career, developing new skills and a greater knowledge, as we are facing with a more and more challenging environment.

WORK HISTORY

TOURISM ANALYST – WEBHELP ROMANIA (Project: Voyage Prive)

June 2019 – Present

- Covering multiple activities in the benefit of both clients and partners.
- Managing bookings in different stages.
- Customer support by e-mail.
- Close communication with suppliers / partners in order to offer the best service to the customer.
- Sharing tasks and responsibility with team members.
- Using internal and external tools related to the project.

COORDINATOR / ADMINISTRATOR – TIME TRIAL RUNNING ASSOCIATION

April 2017 – May 2019

- Planning and coordinating all the activities and projects.
- Organizing sport events (special events, training sessions, group running a.o.)

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- Being partner in organizing sport events (running, trail running and triathlon)
 - Managing and supervising the rebranding campaign for Time Trial Running concept.
 - Promoting the actions of the association, the events and the project itself.
 - Being volunteer in sport events. Managing the activities for volunteers within the events of our association.
 - Being a track referee and supervisor at the sports events (running and triathlons)
 - Developing partnership with other organizations.
 - Managing the relation with partners, supporters and sponsors.

SALES AGENT (B2B) - TELEKOM ROMANIA

January 2017 – April 2017

- Direct Sales in Business 2 Business area
- Identifying the needs of the client
- Finding integrated solutions for my client business
- Creating and proposing competitive packages for the client

ACCOUNT MANAGER (B2B) - INFOTURISM MEDIA

January 2011 – January 2017

- Creating a positive experience for each customer, while obtaining the needed info in order to analyze variables such as the market share or the consumer lifecycle;
- Keeping good relationships with old partners / clients
- Bringing new clients / partners
- Reports / Analysis
- Key account management
- Identifying new services and ways to improve the services / products
- Testing products and services
- Web Marketing; Developing Marketing Strategies;
- Creating the procedures for the main marketing decisions taken

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- Explore market opportunities and monitor competitors' activities ;

I was part of Infoturism Media's coaching & mentoring program, under my direct supervision manager. The program was created to improve our interpersonal and external skills. It has generated results, both for us as professionals but also for the company, as the level of the sales and customer contentment regarding our approach have developed.

BRAND MANAGER – INFOTURISM MEDIA

November 2007 – January 2011

- Keeping good relationships with present partners / clients
- Bringing new clients / partners
- Coordinating marketing campaigns;
- Web Marketing; Developing Marketing Strategies; Promotion Campaigns;
- Search Engine Optimization (SEO); Increasing Web presence and Rankings
- Testing products and services
- Customer Support / Handling clients accounts
- Dealing with customers having the dominant-hunter personality type ;
- Maintaining the communication flows by discussing with the other Departments all the problems encountered ;
- Maintaining and improving the results by continuous enlargement of the standards and guidelines;

SPORTS OPERATIONS MANAGER – BETBRAIN LTD.

October 2004- February 2007

- Content Management; Improving the content display on the site;
- Training new members of the team; Giving tasks to the members under training;
- Customer Support / Technical assistance
- Offering solutions to Improve products quality;
- Testing new products
- Performing Quality Research and making a quality analyze upon it

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- Writing: Reports; Activity Guides; Recommendations

ENGLISH TEACHER - SCHOOL NO. 147, BUCHAREST

September 2003 - October 2004

- English Teacher, teaching 8 years old to 15 years old students, Class Master, Events Coordinator (Festivals, Contests a.o).

EDUCATION

2007- 2010

NATIONAL SCHOOL OF POLITICAL AND ADMINISTRATIVE SCIENCES - SNSPA(2007-2010)

FACULTY: COMMUNICATION

MASTER STUDIES

FIELD: COMMUNICATION AND PUBLIC RELATIONS

1999-2003

UNIVERSITY OF BUCHAREST

FACULTY: PHILOLOGY (LETTERS)/ 4 YEAR-FACULTY, DAILY COURSES.

FIELD: ROMANIAN - ENGLISH

COURSES IN ROMANIAN AND ENGLISH.

Graduated with Honors

ACQUIRED GOALS

MARKETING & BRAND ACKNOWLEDGEMENT ANALYZE

Inspiring people including kids.

Language skills: English, French

Very good information and knowledge on Sports (athletes; teams; leagues; rules and regulations; statistics; history) and betting

Managing educational, social, sports activities and actions

Developing own projects (Time Trial Running / TTR PARK RUN)

Attending and planning social activities and events

Photography (Street Photo; Wedding Photo; Product Photo);

Lessons learned: Finding motivation and meaning in life and in this world. Never give up.
