

## PERSONAL INFORMATION



## Alina Beatrice Răileanu

📍 47, Str. Universitatii, Galati, 800018, Romania

☎ +40 372 361175 📠 +40 722 455631

✉ alinaraileanu@univ-danubius.ro

Sex F | Date of birth 07/12/1967 | Nationality Romanian

## WORK EXPERIENCE

From 1<sup>st</sup> of November, 2014

**Managing Director of Danubius International Business School**

Danubius University from Galati, Bdul. Galati Nr.3, 800654 Galati, Romania

- Coordination of DIBS, analyzing development opportunities, business partnerships management
- Project manager and/or team member in many European projects

Business or sector Education

From 1<sup>st</sup> of October 2011  
To 31<sup>st</sup> of October 2014

**Managing Director of Continuous Learning Centre**

Danubius University from Galati, Bdul. Galati Nr.3, 800654 Galati, Romania

- Coordination, analyze opportunities to develop training activities

From 1<sup>st</sup> of October 2009  
To 30<sup>th</sup> of October 2011

**Lecturer in Informatics**

Danubius University from Galati, Bdul. Galati Nr.3, 800654 Galati, Romania

From 25<sup>th</sup> of March 2007  
To 30<sup>th</sup> of September 2009

**Research Assistant in Informatics**

Danubius University from Galati, Bdul. Galati Nr.3, 800654 Galati, Romania

From 1<sup>st</sup> of September 2002  
To 24<sup>th</sup> of March 2007

**General Manager**

Euroserv SRL, Galati

- Project management and consultancy

From 1<sup>st</sup> of September 1995  
To 31<sup>st</sup> of August 2002

**System Engineer**

ELIA SA, Galati

- Web applications – research and development

From 6<sup>th</sup> of June 1994  
To 31<sup>st</sup> of August 1995

**Programmer**

Credit Bank SA, Galati branch

- Management of banking software applications

From 1<sup>st</sup> of July 1991  
To 5<sup>th</sup> of June 1994

**System Administrator**

“Dunărea de Jos” University of Galati

- Computer Network administration

## EDUCATION AND TRAINING

1<sup>st</sup> of October 2013 - present

**PhD student**

“Dunărea de Jos” University of Galati, Romania

EQF-8

Thesis: “Implementarea de metode de asimilare de date pentru îmbunătățirea predicției valurilor cu modele spectrale în bazinul Mării Negre”

2006 - 2010	<b>Bachelor of Laws</b> Danubius University from Galati, Romania	EQF-6
1986 - 1991	<b>Diplomat Engineer - Naval Architecture</b> "Dunărea de Jos" University of Galati, Romania	EQF-7
October 2011	<b>Manager</b> Ttini Smart Ideas SRL, Bucharest, Romania	EQF-6
November 2009	<b>Project Manager</b> Dotis Trening SRL, Bucharest, Romania	EQF-6
May 2010	<b>ECDL Core Certificate 4.0</b> European Computer Driving Licence Core – RO052199	EQF-6
Februarie 2009	<b>Quality Insurance Consultant, ISO 9001:2008, ISO 19011:2003</b> Quality International Consulting SRL, Bucharest, Romania ▪ Third party auditor	EQF-6
April 2008	<b>Certified Trainer</b> Social Trade SRL, Galati , Romania	

**PERSONAL SKILLS**

Mother tongue(s) Romanian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1
	Replace with name of language certificate. Enter level if known.				
French	B2	B2	B2	B2	B2
	Replace with name of language certificate. Enter level if known.				

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user  
Common European Framework of Reference for Languages

Communication skills

- Excellent communication skills, team building abilities and strategic management of an international team obtained during the partnership between ELIA SA (the first Internet Service Provider in Galati, Romania), Infobahn International GmbH (Germany) and Cybernet AG (Germany)

Organisational / managerial skills

- leadership (currently responsible for a team of 9 people)
- Project management abilities and practice gained during over 5 years of collaboration with Safe Invest Holding (Austria), since September 2002, as an extraprofessional activity, managing and training over 2.000 sales persons. I also graduated 'Safe Invest Academy' (marketing, management, rhetoric, time management, team building, train the trainers and many others corporate trainings)

Computer skills

- Over 20 years experience in IT ( Analysis and maintenance of IT system; Participation in IT research-development activities; Implementation of the e-learning software; National Correspondent for studies on Web Accessibility published on EU e-Agenda)

Driving licence

- B

**ANNEXES**

- If demanded