



Traian Ionut Luca

Chief Operations Officer - Relians CORP SRL

Cluj-Napoca

Contact details

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About me

continuously improvement in the field of activity
meeting high professional standards

Professional experience

Experience by departments

Management: 14 years and 6 months

Education / Training / Arts: 22 years

Audit / Consulting: 3 years and 8 months

Sep 2021 - present

4 years

Chief Operations Officer - Relians CORP SRL

Cluj-Napoca | Management | Services

Coordination of the team of Project Managers, Consultants, Analysts and KAM.
Allocation of teams for each project.

Supervision of all Relians projects, in all stages of the life cycle - contracting, elaboration of financing application, evaluation of application, contracting the grant, project implementation.

Supervision of the QC process.

Preparation of pre-calculations.

Preparation of price offers to subcontractors.

Supervision of budget execution per project.

Evaluation of the team.

Determination of personnel needs and hiring new colleagues.

Representing the company in relations with clients, suppliers and authorities.

Support provided to the business development team for the preparation of financial offers.

Involvement in Business Development activity for strategic clients.

Acquired skills and competencies:

Project management, performance management, Team Management, project implementation, energy, company management, Innovation, project financing, grant applications, state aid

Oct 2019 - present

6 years

lecturer - Babes-Bolyai University, Faculty of Business

Cluj-Napoca | Education / Training / Arts | Education / Training

Teaching activities in the following fields: mathematical optimization, statistics & probability and econometrics.

Director of SUBFLY project (EY-COP-0082) financed by SEE Grants 2014-2020 and implemented between 2018 to 2021, by Babes-Bolyai University in partnership with University of South-Eastern Norway.

Director of SUBFLY-SD project (19-COP-0042) financed by SEE Grants 2014-2020 and implemented between 2020 to 2022, by Babes-Bolyai University in partnership with University of South-Eastern Norway.

Director of Connect to University project - CtU (III / PV / 26) financed by Romanian Ministry of Education and Research and World Bank and implemented between 2020 to 2023 by Babes-Bolyai University.

Expert in the project Sustainable procurement in the railway industry on the right track: Romania & Norway in collaboration.

Data analyst in the Chronic Pain eHealth/mHealth research project funded by Pain Alliance Europe within Babes Bolyai University.

Director of Studies of the Distance Learning and Part-time Education program in the field of Business Administration.

Coordinating cooperation between Faculty of Business and different companies.

Coordinating joint projects with: Christian University of Applied Sciences from Ede The Netherlands (Carousel project - yearly since 2010), Arizona State University USA (research activity in optimization and TEM Lab project for MBA students - since 2015), University of South-Eastern Norway (SUBFLY projects -since 2018), Peoples' Friendship University of Russia - RUDN (Carousel project - since 2018).

Elaborating didactic materials for students in the field of mathematical optimization, statistics and probability.

Presenting lectures on different topics of mathematical optimization, statistics, probability, econometrics and personal experiences in start-ups supervising and company management at: Christian University of Applied Sciences (Ede, The Netherlands), University of Applied Sciences (Aachen, Germany), Peoples Friendship University of Russia (Moscow, Russian Federation), University of South Eastern Norway, Kosminski University (Poland), Perm State University (Russia), Sidi Mohamed Ben Abdellah University (Fez, Morocco), UNEC (Baku, Azerbaijan).

Acquired skills and competencies:

Research, data analysis, Project management, Statistics, artificial intelligence, probability, knowledge transfer, mathematical optimization, grant applications

Jun 2018 - Jul 2021

3 years and 2 months

trainer on business plans & supervisor for start-ups - University of Agricultural Sciences and Veterinary Medicine

Cluj-Napoca | Audit / Consulting | Education / Training

All activities are performed under the framework of EU-program Start-Up Plus in Nord-Vest (POCU 82/3/7/103/946).

Training people enrolled in the program on writing and implementing a business plan.

Supervising 3 star-ups financed in the framework of the program. 2 start-ups are active in IT industry (software development) and 1 start-up is organizing team-buildings, trainings and corporate events. Each start-up has received a financing of 40000 Euro from EU funds.

The following activities are carried out in the supervising process of the 3 start-ups: elaboration of procedures, optimization of business plans, consultancy and

mentor-ship for entrepreneurs, supervising activities of the 3 start-ups to ensure compliance with procedures & legal requirements, supervising purchase of assets financed from grant and payments from grant, monitoring business indicators assumed by entrepreneurs in their business plans, analyzing business strategies correlated with new economic conditions generated by Covid 19 medical crisis.

Acquired skills and competencies:

business plan, consultancy, start-up, supervising, business indicators

Oct 2003 - Sep 2019

16 years

teaching assistant - Babes Bolyai University, Faculty of Business

Cluj-Napoca | Education / Training / Arts | Education / Training

Teaching activities in the following fields: mathematical optimization, statistics & probability, econometrics.

Director of SUBFLY Project (EY-COP-0082) financed by SEE Grants 2014-2020 and implemented during 2018-2021, by Babes-Bolyai University in partnership with University of South-Eastern Norway.

Coordinating cooperation between Faculty of Business and different companies.

Coordinating joint projects with: Christian University of Applied Sciences from Ede The Netherlands (Carrousel project), Arizona State University USA (research activity and TEM Lab project), University of South-Eastern Norway (SUBLY project), Peoples' Friendship University of Russia (Carrousel project).

Elaborating didactic materials for students in the field of mathematical optimization, statistics & probability and econometrics.

Presenting lectures on different topics of mathematical optimization, statistics & probability or econometry at: Christian University of Applied Sciences (Ede, The Netherlands), University of Applied Sciences (Aachen, Germany), Peoples' Friendship University of Russia (Moscow, Russian Federation).

Organizing lectures presented by business experts (Perry van Bekhoven, David de Vet, Gert Ijszenga, Kees Oosting, Robert Rekkers) to the students enrolled at Faculty of Business.

Involvement in scientific and administrative activities performed or organized by Babes-Bolyai University.

Acquired skills and competencies:

Research, data analysis, Project management, Statistics, Planning, probability, teaching, mathematical optimization, grant applications

Jan 2019 - Mar 2019

3 months

business plans evaluator - PROIS

Cluj-Napoca | Audit / Consulting | Services

Evaluation of business plans submitted in the framework of Start-Up Plus in Nord-Vest - Project POCU 82/3/7/103946.

Based on our evaluations, business plans were ranked and accepted or rejected for financing.

Acquired skills and competencies:

Risk Management, business plan, Market research, cash flow, Marketing strategy, cost benefit analysis, business indicators

May 2014 - Jul 2015

1 year and 3 months

executive manager - ELCAR SRL

Bistrita | Management | Commerce / Retail

Coordination of daily activity (production and sales) of the company.

Implementation of two EU financing programs for replacing the production

equipment (machines) at company's production facility located in Bistrita and for implementing a new ERP system (ASiS Ria).
Definition and implementation of KPI for planning, production and sales activities.
Adjustment of the existing work procedures (where it was necessary) and definition and implementation of new ones (where it was necessary).

Acquired skills and competencies:

Management, kpi, work procedures, coordination for production and sales, implementation of EU-programs, ERP implementation and utilization

Mar 2011 - Aug 2013 managing director - Fencs Industries

2 years and 6 months

Cluj-Napoca | Management | Manufacturing

Starting and managing the Romania branch of the Dutch company Fencs Industries BV.

Elaboration of business plan, budgets and cash-flow during the start-up phase.

Coordinating company's activity.

Development and implementation of management reports and KPI.

Development and implementation of work procedures.

Development and implementation of an optimization system for several internal processes (quotations, work preparation, quality control, stock control, planning, on time delivery, scheduled maintenance).

Negotiation of contracts with suppliers and customers.

Supervising planning activity with focus on availability of resources (raw material, work force, equipment) at each phase of production, monitor gap & peaks and assure on time delivery.

Legal representative for the company in activities with partners and public authorities.

Realizing a strong partnerships with suppliers and customers.

Acquired skills and competencies:

Management, team coordination, planning and organizing, Negotiation, customer satisfaction

May 2007 - Dec 2011 consultant - Schuller Romania

4 years and 8 months

Cluj-Napoca | Management | Commerce / Retail

Design the algorithm for an Order Management System (OMS) and coordinate a team of software engineers for developing the software.

Design the marketing strategy for OMS and implementation of OMS to customers.

Design an evaluation tool for weekly, monthly, quarterly and yearly activity and performance of sales agents.

Acquired skills and competencies:

algorithm, team coordination, Sales Evaluation

Nov 2010 - Apr 2011 consultant - CSi Romania

6 months

Cluj-Napoca | Audit / Consulting | Manufacturing

Reorganization of warehouse and implementation of a bar code system.

Training employees on using ERP system for preparing transition from one to two working shifts and assisting the company during this transition.

Organizing a training for welders to avoid quality problems in the production flow of a complex drum (together with production manager and a specialized welding company).

Acquired skills and competencies:
team coordination, training people, ERP implementation and utilization

Jan 2003 - Oct 2005

2 years and 10 months

manager - Interactiv Consulting

Cluj-Napoca | Management | Education / Training

Coordinating company's activity.
Organizing qualification courses for unemployed people.
Representing the company in relations with business partners and authorities.

Acquired skills and competencies:
Management, team coordination

Education

2015 - 2018

Doctorate (PhD) - Babes-Bolyai University, Faculty of Mathematics and Computer Science

mathematical optimization | Cluj-Napoca

Based on my Thesis "Bi-criteria optimization with applications in economy" and doctoral studies at Faculty of Mathematics and Computer Science, under coordination of prof. dr. D. Duca, Babes-Bolyai University has conferred me in 2018, the title of doctor in mathematics.

I developed approximation theorems for bi-criteria optimization problems and I developed & tested 2 algorithms for optimizing the production of energy by shaving the peak load and shifting the production.

2004 - 2005

Master's degree - Babes-Bolyai University, Faculty of Business

Business Administration |

2003 - 2004

Master's degree - Babes-Bolyai University, Faculty of Mathematics and Computer Science

Real and Complex Analysis |

2000 - 2004

Bachelor's degree - Babes-Bolyai University, Faculty of Business

Business Administration |

1999 - 2003

Bachelor's degree - Babes-Bolyai University, Faculty of Mathematics and Computer Science

Mathematics |

Skills

General skills

Loyalty, Results oriented, Honesty, meticulous, planning and organizing abilities, committed, experience in international environment, Team work, focus on efficiency, goal orientated, understanding of technological processes, experience in start-ups, Microsoft Office, Quick integration in a new environment, Communication skills, Perfectionism, statistical, Planning, plan de campagne, controlling and coordinating, sales force, grant financing, Energy Projects, ERP Systems, asisria, oms, extended network and connections

Foreign languages

English: Advanced

German: Beginner

Other sections

Projects

Connect to University - CtU (III/PV/26)

period Jul 2020 - Jun 2023

Connect to University is a project financed by Romanian Ministry of Education and Research and World Bank, implemented by Babes-Bolyai University under coordination of Traian Ionut Luca.

Objective is to introduce high school students to academic environment and to facilitate their integration into student life in order to make them aware of the importance of studies.

SUBFLY-SD (19-COP-0042)

period Sep 2020 - Aug 2022

SUBFLY-SD is a project financed by SEE Grants 2014-2020 and implemented by Babes-Bolyai University and University of South-Eastern Norway under coordination of Traian Ionut Luca.

Objective is to train students from business studies on becoming responsible, committed, involved and dedicated citizens.

SUBFLY (EY-COP-0082)

period Sep 2018 - Mar 2021

SUBFLY is a project financed by SEE Grants 2014-2020 implemented by Babes-Bolyai University and University of South-Eastern Norway under coordination of Traian Ionut Luca.

Under the framework of SUBFLY are organized: mobility for students and academics, company projects to bridge the gap between universities and business environment, development of teaching materials, research activities.

Publications

3 books, 21 research articles and 6 conferences

date acquired Jan 2021