



Tudor Opreșor

Nationality: Romanian **Date of birth:** 12/10/1989 **Gender:** Male

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WORK EXPERIENCE

Teaching Assistant

Babeș - Bolyai University [01/10/2022 – Current]

City: Cluj-Napoca

Country: Romania

- Teaching seminars for "Financial Accounting", "Managerial Accounting" and "Business Valuation" at the Faculty of Business
- Supervising and tutoring students
- Scientific research

Associate Teaching Staff

Babeș - Bolyai University [05/10/2022 – Current]

City: Cluj-Napoca

Country: Romania

- Teaching seminars for "Financial Accounting" at the Faculty of Business

Administrator & Senior Consultant

TDR Plus Consulting SRL [12/03/2014 – Current]

Address: Pandurilor 18, Dumbraveni (Romania)

Website: www.tdrplus.ro

- Supervising and managing operating activities
- Negotiating and signing contracts with suppliers and clients
- Strategic decision-making
- Quality assurance

Administrator & Business Development Manager

CFE MAT SOLUTION SRL [18/05/2022 – Current]

City: Cluj-Napoca

Country: Romania

- Supervising and managing operating activities
- Negotiating and signing contracts with suppliers and clients
- Strategic decision-making
- Quality assurance

Administrator

Gelu Covrigelu SRL [19/07/2019 – Current]

City: Cluj-Napoca

Country: Romania

- Supervising and managing operating activities
- Negotiating and signing contracts with suppliers and clients
- Strategic decision-making
- Product quality assurance

Associate Teaching Staff

Babeş - Bolyai University [21/02/2022 – 01/07/2022]

City: Cluj-Napoca

Country: Romania

- Teaching seminars for "Managerial Accounting" at the Faculty of Business

Postdoctoral Researcher

Babeş - Bolyai University [01/04/2021 – 31/03/2022]

City: Cluj-Napoca

Country: Romania

Project title: Researcher - future entrepreneur – New Generation

Project code: 123793/POCU

Responsibilities:

- Scientific research
- Educational activities

Administrator & Business Development Manager

MAT CONSULTANTA FONDURI EUROPENE SRL [24/05/2018 – 14/02/2022]

Address: Ciresilor 46, Cluj-Napoca (Romania)

Website: www.consultantafonduri-europene.ro

- Supervising and managing operating activities
- Negotiating and signing contracts with suppliers and clients
- Strategic decision-making
- Quality assurance

Associate Teaching Staff

Babeş - Bolyai University [01/02/2019 – 01/07/2019]

City: Cluj-Napoca

Country: Romania

- Teaching seminars for "Basic Accounting" at the Faculty of Business

Associate Teaching Staff

Babeş - Bolyai University [01/02/2018 – 01/07/2018]

City: Cluj-Napoca

Country: Romania

- Teaching seminars for "Managerial Accounting" at the Faculty of Economics and Business Administration

Trainer

Foundation for People Development [06/08/2015 – 02/10/2015]

Address: Eroilor 48, Cluj-Napoca (Romania)

Project title: "Califică-te! Dă-ți o șansă la o viață mai bună"

Project code: POSDRU/164/2.3/S/137877

Responsibilities:

- Organizing and delivering training courses (theoretical and practica)
- Supervising practical activities

- Trainee assessment

Trainer

Foundation for People Development [14/05/2015 – 12/06/2015]

Address: Eroilor 48, Cluj-Napoca (Romania)

Project title: "Califică-te! Dă-ți o șansă la o viață mai bună"

Project code: POSDRU/164/2.3/S/137877

Responsibilities:

- Organizing and delivering training courses (theoretical and practica)
- Supervising practical activities
- Trainee assessment

Financial Expert (collaborator)

Primainvest Consulting SRL (currently Primainvest Capital Management SRL) [01/11/2011 – 11/03/2014]

Address: Str. M. Eliade 38C, Cluj-Napoca (Romania)

Website: www.primainvest.ro

- Drafting financial projections for feasibility studies
- Drafting cost-benefit analyses
- Financial planning and budgeting
- Financial accounting expertise

Investment Analyst

BPF Capital SRL [08/11/2011 – 30/09/2013]

Address: Str. Acad. David Prodan 24, Cluj-Napoca (Romania)

Website: www.bpfcapital.ro

- Financial analysis (technical and fundamental)
- Identifying investment opportunities
- Conducting cost-benefit analyses
- Monitoring investments

Accounting Trainee

Clasic Serv SRL [16/06/2010 – 16/07/2010]

Address: Dâmboviței 81, bl. D16, ap.21, Cluj-Napoca (Romania)

- Filling, sorting, analyzing and processing accounting documents

EDUCATION AND TRAINING

PhD in Accounting

Babeș - Bolyai University [01/10/2013 – 16/06/2017]

Address: M. Kogalniceanu 1, Cluj-Napoca (Romania)

Website: www.ubbcluj.ro

Level in EQF: EQF level 8

Accounting policies; International public sector accounting standards; Advanced econometrics; Integrated reporting; Sustainability reporting

Grade: Magna cum Laudae

Master`s Degree in Accounting Management, Auditing and Controlling

Babeș - Bolyai University, Faculty of Economics and Business Administration [01/10/2011 – 15/07/2013]

Address: Teodor Mihali 58-60, Cluj-Napoca (Romania)

Website: econ.ubbcluj.ro

Level in EQF: EQF level 7

International financial reporting standards; International auditing standards; International valuation standards; Financial diagnostics; Internal auditing and controlling; Fiscal harmonization; Project management

Bachelor's Degree in Accounting and Management Information Systems (valedictorian)

Babeş - Bolyai University, Faculty of Economics and Business Administration [01/10/2008 – 08/07/2011]

Address: Teodor Mihali 58-60, Cluj-Napoca (Romania)

Website: econ.ubbcluj.ro

Level in EQF: EQF level 6

Financial accounting; Financial reporting; Managerial accounting; Management control; Business law; Auditing; Finance; Ethics; Economics; Statistics; Organizational behavior; Management; Marketing; Information technology; Accounting software

Professional Skill Certificate - Economic Activities Technician - level 3 (valedictorian)

Agricultural School Group "Timotei Cipariu" (currently Technological High School "Timotei Cipariu") [15/09/2004 – 14/06/2008]

Address: Timotei Cipariu Square 9, Dumbraveni (Romania)

Level in EQF: EQF level 4

Accounting; Marketing; Merchandise quality studies; Human resource management; Operational planning; Insurance; Contracts; Business financing

LANGUAGE SKILLS

Mother tongue(s): **Romanian**

Other language(s):

English

LISTENING C1 READING C1 WRITING C1

SPOKEN PRODUCTION C1 SPOKEN INTERACTION C1

French

LISTENING B2 READING C1 WRITING B2

SPOKEN PRODUCTION B1 SPOKEN INTERACTION B1

Italian

LISTENING A2 READING B1 WRITING A1

SPOKEN PRODUCTION A1 SPOKEN INTERACTION A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

CONFERENCES AND SEMINARS

Conferences

- Modern Trends in Business, Hospitality and Tourism Conference, Cluj-Napoca, România, May 12-14, 2022
- Spring Workshop 2018 of the EGPA Permanent Study Group XII "Public Sector Financial Management", Rostock, Germany, May 3-4, 2018
- Audit and Accounting Convergence - (AAC) International Conference Cluj-Napoca, România, October 11-12, 2017
- 16th Biennial CIGAR Conference CIGAR Network 30th Anniversary Porto, Portugal, June 8-9, 2017
- 40th Annual Congress of the European Accounting Association Valencia, Spain, May 10-12, 2017;
- 3rd International Conference Accounting and Auditing Perspectives Timișoara, Romania, October 20-22, 2016;
- 12th Workshop on European Financial Reporting (EUFIN) Fribourg, Switzerland, September 1-2, 2016
- 17th Annual Conference on Finance and Accounting (ACFA 2016) Prague, Czechia, May 27, 2016
- EGPA Spring Workshop, Permanent Study Group XII "Public Sector Financial Management", Modena Italy, May 5-6, 2016

- The Research World of Interconnection International Conference Timișoara, Romania, November 13-14, 2015
- TIARD Doctoral Colloquium Cluj Napoca, România, September 9, 2015;
- Audit and Accounting Convergence (AAC) International Conference Cluj Napoca, România, September 6-9, 2015;
- 11th Workshop on European Financial Reporting (EUFIN) Paris, France, September 3-4, 2015;
- EGPA Conference Toulouse France, August 26-28, 2015;
- 16th Annual Conference on Finance and Accounting (ACFA 2015) Prague, Czechia, May 29-30, 2015;
- 2nd International Conference Accounting and Auditing Perspectives Timișoara, Romania, October 16-18, 2014;
- 10th Workshop on European Financial Reporting (EUFIN) Regensburg, Germany, September 25-26, 2014;
- Accounting and Management Information Systems Conference Bucharest, Romania, June 11-12, 2014;
- The Creative Potential of Cross Cultural Exchange Iași, Romania, April 4-5, 2014;
- Accounting profession involvement in increasing financial reporting quality for the public sector, Bucharest, Romania, November 8, 2013;
- Emerging Markets Queries in Finance and Business Târgu Mureș, Romania, 2013;
- Audit and Accounting Convergence (AAC) International Conference Cluj Napoca, Romania, 2013;
- Audit and Accounting Convergence (AAC) International Conference Cluj Napoca, Romania, 2011;
- AFER Summer School Oradea, România, September 2010
- AFER Summer School, Suceava, Romania, July 2009

Seminars

- CEBSS Scientific Seminars
- PricewaterhouseCoopers Technical Seminars 2009

HONOURS AND AWARDS

Awards

- First prize - Student scientific session "In Extensio", Alba Iulia, Romania, 2012
- Third prize - Project competition at ADER Summer School, Oradea, Romania, September 2010
- First prize - Project competition at ADER Summer School, Suceava, Romania, July 2009

ORGANISATIONAL SKILLS

Organizational skills

Project management; Adequate risk assessment; Decision-making responsibility

COMMUNICATION AND INTERPERSONAL SKILLS

Communication and interpersonal skills

Adapting to change; Abilities to create and maintain interpersonal relationships; Good communications skills; Teamwork; Negotiating abilities; Professional conduct; Diplomacy

WORKPLACE SKILLS

Workplace skills

IT skills; Foreign language knowledge; Advanced accounting skills; Good communication skills

CERTIFICATIONS

Certifications

- Accounting expert - CECCAR

- Graduation certificate from AFER Summer School - „Competitiveness and sustainable development through the lens of European integration" (maximum grade)
- ANC certified trainer
- Cambridge Certificate of Advanced English (grade B)

PRESENTATIONS

Presentations

- Speaker - CMC - Cluj Marketing Club #4 - 2022
- Speaker "ILeadYou" September School 2014
- Speaker RATIO Academy 2014
- Speaker RATIO Academy 2013

RESEARCH AND DEVELOPMENT PROJECTS MEMBERSHIP

Research Assistant (Member)

[01/11/2015 – 30/09/2017]

Proiect: "National Strategy for Improving Public Sector Reporting in the context of International Trends " (Acronym: STRAPSEP; Code: PN-II-RU-TE-2014-4-0265)

Financing Agency: UEFISCDI (through the National Research-Development-Innovation Plan 2007-2014, PNII)

Amount: 525.981,00 lei

Main outputs:

- Andrei-Razvan Crisan, Cristina Silvia Nistor, Adriana Tiron-Tudor, Tudor Oprisor (2016). "IPSAS implementation and perspectives for EPSAS implementation at the European Union local government levels", *Studia Universitatis Babes-Bolyai - Negotia*, 61(1), pp. 63-87.
- Tudor Oprisor, Adriana Tiron-Tudor, Cristina Silvia Nistor (2016). "The integrated reporting system: a new accountability enhancement tool for public sector entities", *Audit Financiar*, vol. XIV, no.7(139), pp.747-760.
- Andrei-Razvan Crisan, Cristina Silvia Nistor (2016). "Are the European Public Sector Accounting Standards (EPSAS) based on IPSAS a real necessity for the European Union?", *Review of Economic Studies and Research Virgil Madgearu*, yr. IX (1), pp. 37-54.
- Andrei-Razvan Crisan, Tudor Oprisor (2017). "All for One and One for All: A Cross-Sector Analysis of Reporting Standards", in David Prochazka (ed), "New Trends in Finance and Accounting", Springer Publishing, pp. 473-484.
- Cristina Alexandrina Stefanescu, Tudor Oprisor, Mara Andreea Sintejudeanu (2016). "An original assessment tool for transparency in the public sector based on the integrated reporting approach", *Journal of Accounting and Management Information Systems*, vol. 15, no. 3, pp. 542-564.
- Tudor Oprisor, Cristina Silvia Nistor (2016). "Public Entities Through The Looking Glass: A Disclosure Assessment Study On Romanian Municipalities", *Annales Universitatis Apulensis Series Oeconomica*, no. 18, vol. 2, pp. 73-85.
- Cristina Silvia Nistor, Cristina-Alexandrina Stefanescu, Tudor Oprisor, Adriana Tiron-Tudor (2017). "Enabling Financial Sustainability Through Integrated Reporting", in Rodriguez-Bolivar M. P. et al (eds), "Financial Sustainability in Public Administration", pp. 139-163: Palgrave Macmillan, Cham.
- Nistor Cristina-Silvia, Stefanescu Cristina-Alexandrina, Cordoş George - Silviu, Crişan Andrei - Razvan, Oprisor Tudor (2017), *Strategie de imbunatatire a raportarilor din sectorul public in contextul tendintelor internationale/ Strategy for improving public sector reporting in the context of international trends*, Editura Presa Universitara Clujeana, p.1- 288

SCIENTIFIC CONTRIBUTION

Scholar of Babes - Bolyai University of Cluj-Napoca

[01/10/2012 – 01/07/2013]

- Scientific performance scholarship UBB (2012-2013)
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