

## Contact

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## Top Skills

Import Operations  
Freight  
Commercial Operation

## Languages

Romanian (Native or Bilingual)  
English (Professional Working)

## Certifications

Automate your work  
Lean Six Sigma Green Belt  
Certification

## Publications

Strategic marketing and  
management tools used to increase  
employee efficiency

# Catalin Valeanu

Operations, Leadership, Procurement, Supply Chain, Lean Thinking,  
Process Automation, Teaching  
Cluj-Napoca, Cluj, Romania

## Summary

Experienced in Global Procurement, Supply Chain Management and Business Development with a demonstrated history of working in the business supplies and equipment industry. Skilled in Continuous Improvement, Business Process, Negotiation, Analytical reporting, Operations Management, and Production Planning. Strong operations professional with a Master's degree focused in Business Administration from 'Babes-Bolyai' University, Cluj-Napoca.

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## Experience

Activeland Logistics  
Director of Operations  
November 2024 - Present (4 months)  
Cluj-Napoca, Cluj, Romania

Primarily responsible for overseeing the day-to-day operations within the organization to ensure efficiency, productivity, and alignment with strategic goals. Main responsibilities are related to:

- Operational Strategy and Planning
- Team Leadership and Management
- Process Optimization
- Budget and Financial Oversight
- Risk Management and Compliance
- Stakeholder Communication
- Technology and Systems Management
- Business development in new markets (e.g. Asia, North America, Europe)

Faculty of Business, UBB  
Associate Professor  
October 2024 - February 2025 (5 months)  
Cluj-Napoca, Cluj, Romania

Operations Management

Alstom

2 years 9 months

### Continuous Improvement Manager

April 2023 - October 2024 (1 year 7 months)

Cluj-Napoca, Cluj, Romania

Support to operations

Assist the Procurement leadership teams to increase the performance, reduce cost function and submit organizational improvements

Support the Regional, Domains or Product Line procurement in delivering the performance.

Make sure that local Sourcing Performance needs are covered and addressed to the Business Process Owner or System Master Expert.

In charge of new process deployment in his area, as well as standard management routines

### Procurement performance

Formalize proposals to the Business Process Owner (BPO), expert team, Process Office and Maturity relative to new Business Requirements coming  
Contribute and lead the Change Management in Regions & Domains for topics related to Method & Tools

Ensure alignment with Alstom strategy, consistency with Procurement Maturity Roadmap, and proper integration

Manage the actions plan required to improve the performance usage rate of the Procurement processes & tools

Change Management lead in the Domains, Regions or Product Lines related to Methods, Tools and Processes new features, enhancements or changes

### Supply Chain Expert

February 2022 - April 2023 (1 year 3 months)

Cluj-Napoca, Cluj, Romania

Responsible to deploy and monitor procurement and supply chain processes within regions, to pro-actively support the operational teams in management of Procure-to-Pay activities to meet the defined on-time and on-quality material delivery objectives in production or aftermarket.

Supply Chain Expert is the second level of escalation to solve process issues and continually improve the procurement and supply chain process, including monitoring and taking the necessary corrective and preventive actions, as

well as considering potential for automation or outsourcing of specific tasks or activities of the process.

Faculty of Business, UBB

Associate Professor

October 2023 - February 2024 (5 months)

Cluj-Napoca, Cluj, Romania

Operations Management

Faculty of Business, UBB

Associate Professor

October 2022 - February 2023 (5 months)

Cluj-Napoca, Cluj, Romania

Leadership

itsme ES ELEKTRO Romania

3 years 1 month

Key Account Manager

October 2020 - January 2022 (1 year 4 months)

Cluj, Romania

Optimize the total supply chain between ES ELEKTRO Romania and key customers, including:

- Processes, with focus on #lean, certified as Green Belt Lean 6 Sigma (using DMAIC methodology)
- Logistic performance
- Commercial conditions
- Alignment between the accounts in Romania and their international related entities
- Financial conditions
- Project management incl. project team coordination / leading
- And all other interactions between parties.

Logistics Manager

October 2020 - January 2022 (1 year 4 months)

Cluj, Romania

Responsible for the overall logistics including the following:

- management of warehouse, internal and external logistics (distribution channels)
- overall process improvement (using Lean 6 Sigma methodologies)
- workload improvement for all logistic driven activities and departments
- coordination of internal Kaizen related projects

- decision making regarding overall improvement actions within company but not limited to logistics
- optimization Warehouse Management System (SAP) flows acc. real needs
- integration of all related supply chain activities with primary focus on getting added-value
- management of export related activities towards customers outside of EU
- overall stock strategy and inventory management
- Logistics KPI management
- Leading team of 8-10 people

### Account Manager

January 2019 - October 2020 (1 year 10 months)

Cluj County, Romania

Optimize the total supply chain between ES ELEKTRO Romania and a key customer, including:

- Processes, with focus on #lean
- Logistic performance
- Commercial conditions
- Alignment between different entities in Romania and the Netherlands
- Financial conditions
- Project management / including project team coordination / leading
- And all other interactions between parties.

### CSi PAC International

Global Supply Chain Coordinator

August 2017 - December 2018 (1 year 5 months)

Cluj-Napoca

- Responsible for defining and implementing policies and procedures regarding Supply Chain in all CSi PAC centers (Romania, China and Mexico)
- Responsible of the localization program, optimization of landed costs and distribution channels.
- Responsible for local management of suppliers (in China and Mexico) from procurement related topics up to optimization of supply chain between suppliers and PAC centers
- Responsible for optimization of the distribution channels world wide in terms of transportation (sea freight, air freight, land freight) and import / export related activities
- Overall responsible for stock strategy and maintenance of optimal safety stock level where required
- Involved in decision making actions regarding overall strategy of PAC centers world wide

- Coordination of teams in Romania, China and Mexico: 9-10 people

## CSi Romania

7 years 4 months

### Supply Chain Coordinator PAC International

January 2014 - July 2017 (3 years 7 months)

Cluj County, Romania

- Responsible for the logistic development and project coordination setup within PAC centers (China, Mexico) worldwide and continuous process improvement.
- Responsible for the overall coordination and execution of projects within a specific program for an international customer in China, from order placement up to and including handover, in terms of timing, costs, quality and customer satisfaction.
- Coordination of teams in Romania, China and Mexico: 5-6 people

### Process Responsible Planning

September 2012 - December 2013 (1 year 4 months)

Cluj-Napoca

Forcasts the production and provides an active control over the planning and order processing in the company.

Responsible for the coordination of planning team: 2 people

### Planning Leader

June 2011 - August 2012 (1 year 3 months)

Cluj-Napoca

### Planning&Logistic referent

April 2010 - May 2011 (1 year 2 months)

Cluj-Napoca Metropolitan Area

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## Education

### Universitatea 'Babes-Bolyai' din Cluj-Napoca

Master's degree, Business Administration · (2010 - 2012)

### Universitatea 'Babes-Bolyai' din Cluj-Napoca

Bachelor's degree, Business Administration · (2007 - 2010)