

Curriculum vitae

Personal data

Name	Stefan - Georgian Florea
Date of birth	16.11.1982
Place and country of birth	Ploiesti, Romania
Nationality	Romanian

Education and qualifications

Name of institution	Name of course/ specialisation (if applicable)	Duration (yyyy)	Diplomas/ certificates
Petroleum Gas University Ploiesti	Master's in reservoir engineering	2009-2011	Master
Petroleum Gas University Ploiesti	Bachelor's degree in engineering	2001-2006	License

Relevant professional experience in executive positions*

Position and organisation	Duration (mm/yyyy)	Explanation to activities, such as: - Focus areas - Tasks and powers
Rompetrol Well Services General Manager	October 2021 – present	Management of the company according to Company Law no. 31/1990.
Rompetrol Well Services Deputy General Manager	March 2018 – October 2021	<p>Primary target is to ensure the leadership and vision needed to define (along with the General Manager) the strategic direction of the company and to develop plans and tactics to increase revenue and profit, as well as the value of</p> <ul style="list-style-type: none"> • Promote and strengthen the image of the company on the market and in the community through professional collaboration with clients, officials and public opinion; • Carry out market analyses to identify business opportunities, analyses and recommends the most profitable business development opportunities to develop the company's business and increase its profitability; • Negotiate within the limits of the

		role given by the General Manager, the contracts of operations, the service contracts and the inter-mediation contracts in order to achieve the established performance indicators
Rompetrol Well Services Sales Coordinator	May 2014 – March 2018	Market analysis in identifying new niches for development; <ul style="list-style-type: none"> • drafting of operational procedures for acidizing, cementing, incident reporting and investigation; • Rompetrol Well Services representative for OMV and different Oil&Gas operators active in the Middle East region; • direct involvement in the implementation of approved projects; • preparing the commercial correspondence; • forecast of the annual recruitment plan by managing internship programs

Relevant professional experience in non-executive positions*

Supervisory position and organisation	Duration (mm/yyyy)	Focus areas	Membership of various committees and duration of mandate, if the case (mm/yyyy)
Board of Directors member	October 15, 2021 – to date	Supervising the management of the company according to Company Law no. 31/1990	N/A

Relevant positions in not-for-profit institutions*

Positions held (paid or unpaid) and organisation	Duration (mm/yyyy)	Explanation to activities
N/A		

* Relevant positions held in the last 5 years