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| **4Cosmin A. Hârceagă**cosmin.harceaga@gmail.com • [LinkedIn](https://www.linkedin.com/in/cosmin-a-h%C3%A2rceag%C4%83-652260110/)+ 40 723673370• Romania, Alba IuliaPersonal Details:1985-03-08 • Abrud • Romanian  | Cosmin A. HÃ¢rceagÄ |

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|  | **Manager** |  |
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Detail-oriented senior business leader and legal consultant with broad experience building long-term partnerships and professional relationships. Expert at insolvency, restructuring, bankruptcy, and strategic planning to rebuild operations and resources. Excellent business intelligence and organizational skills to design and implement strategic business plans that increase productivity, reduce costs, and ensure quality client services. Exceptional communication, interpersonal, and presentation skills to consult key stakeholders and create a working environment centered in open communication, trust, integrity, and accountability.

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| * Project Management
* Data Collection & Analysis
* Cost Analysis & Controls
 | * Operations Management
* Financial Management
* Leader, Mentor & Coach
 | * Client Relationship Management
* Strategic Business Planning
* Consultative Sales Techniques
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|  | **Career Experience** |  |
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**Business Analysis & Process Manager**

CH Insolvency, Restructuring, Bankruptcy, Alba Lulia 1/2018 to 4/2019

* Consulted companies in transportation and manufacturing on customized business plans and HR strategies to revitalize operations.
* Recruited and mentored 15 junior assistants as legal, business, and financial consultants.
* Reduced operating costs by 30% and increased revenue by 20% through quality services and a renegotiated bonus system.
* Increased sales 15% through digital marketing and product promotions across social media.
* Achieved 80% debt recovery during bankruptcy sale of company assets through market awareness and marketing strategies to attract potential buyers.

**Business Solutions Manager**

Private Consultant, Alba Lulia 3/2015 to 1/2018

* Consulted 55 clients to implement robust business plans and support client goals.
* Advised insolvency clients on reorganisation strategies, better business policies, and updated procedures during judicial reorganisation.
* Worked closely with creditors on debt recovery and created marketing campagins to advertise assets for sale and increase awareness.

**Insolvency Practitioner**

Dorca Insolv Associates, Alba Lulia 12/2014 to 3/2015

* Directed insolvency proceedings, established timelines, and chaired Assembly Creditors as an advocate of the administrator and liquidator.
* Consulted 45 clients at every phase including business analysis and new business strategic planning.
* Represented clients before the syndic judge, published sale announcements, and updated creditors on proceedings.
* Created strategies to recover debt and drafted contracts to sell business assets.
* Implemented strategic plans during insolvency to rebuild company operations and realise the insolvency business plan.

**Insolvency Assistant**

Dorca Insolv Associates, Alba Lulia 1/2012 to 12/2014

* Consulted 25 clients on insolvency proceedings and ensured all necessary documents and resources were accurate, detailed, and available.
* Published sales announcements, updated creditors, drafted contracts, and implemented comprehensive strategies for companies in insolvency.

**Debt Recovery Paralegal**

Economist Dorca ILIE, Alba Lulia 10/2009 to 1/2012

* Served as advocate for the administrator or liquidator before Assembly Creditors and syndic judge.
* Interviewed clients to discuss circumstances and gather critical information and data. Received positive feedback from 120 clients regarding debt consultations.
* Informed creditors of progress, published sales announcements, initiated debt recovery actions, and drafted sales contracts.

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|  | **Education** |  |
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**Master’s in Private Law Institutions**, Faculty of Law, “1 Decembrie 1918” University of Alba Iulia, Alba Iulia

Graduated 5th out of 45

**Bachelor’s**, Faculty of Law, “1 Decembrie 1918” University of Alba Iulia, Alba Iulia

Graduated 8th out of 133

INSOL EUROPE – European Organisation of Professionals Who Specialise in Insolvency, Bankruptcy & Business Reconstruction & Recovery, Member, Januray 2018 to Present