



# TINCU RAZVAN

Retail Manager - IQ Box SRL

## Contact details

Email:

Tel: ·

Address:

## About me

- 16 years of experience in Telecom on various levels of responsibility;
  - ability to work in a team and ability to lead a team;
- ability to train and coordinate teams with more than 200 employees;
  - very good communication skills;
  - ability to work under pressure;

## Professional experience

Experience by  
departments

Telecommunications : **15 years and 5 months**  
Sales: **1 year and 1 month**

**May 2019 - present**  
1 year and 3 months

### Retail Manager - IQ Box SRL

Bucharest | Telecommunications | Commerce / Retail

Responsible for the overall performance of the retail chain, development, technical service and retail training departments. Plan, co-ordinate, control and assesses the overall activity so to maintain high operational standard and achieve the sales objectives through the stores chain. Action-driven senior management with experience in business and people development, cross-functional team leadership and delivering positive outcomes with strong and sustainable gains. Able to identify and implement strategies to reduce cost, increase revenue, strengthen customer relationship, improve business practices and drive profitable growth.

**Feb 2011 - Apr 2019**  
8 years and 3 months

### Regional Sales Manager - Telekom Romania

Bucharest | Telecommunications | Commerce / Retail

Planning, organizing and coordinating sales activities in allocated region to achieve the objectives according to company policies and procedures.  
Split monthly targets between area sales managers.  
Analyze Profit&Losses per each store and implement corrective actions.  
Responsible for achieving monthly targets on each area/store.  
Cooperation with Development Department to identify other potential business development opportunities.  
Ensure that planograms / merchandising of each store standards are met.  
Prepare and coordinate monthly meetings with staff from allocated region.  
Check the route of Area Sales Managers in order to optimize time and costs related visiting the stores.  
Leadership, guidance, assessment and motivating the team to achieve maximum performance.  
Participation in the selection and hiring decision for Area Sales Manager in allocated region.  
Implement company policies and procedures in the daily activities of stores and ensuring that his staff respect them and apply them.

**Apr 2008 - Jan 2011**  
2 years and 10 months

### Area Sales Manager - Germanos Telecom Romania S.A.

Bucharest | Telecommunications | Commerce / Retail

Management of all activities necessary to ensure proper operation of the stores in allocated area. Ensuring efficient use of all human and material resources.

Planning, organizing and coordinating the activities of the store and staff allocated to achieve the objectives.

Analyzing and evaluating sales results and propose recommendations for strengthening objectives in allocated area.

Monitoring the market and initiating proposals to align to its needs. Periodically informing the company's management about monitoring results.

Cooperation with different departments (ex.:Marketing, Development) to promote and to strengthen the image of the stores in the region.

Identify new opportunities for network expansion or for relocation of existing stores for area development.

Ensuring good organization to open new stores in terms of product availability, merchandising materials, IT equipment, recruitment and promotions.

Check store expenses and salaries budget administration.

Operational management of the stores, including stocks of goods, inventory, merchandising, store so be prepared according to the standards for daily functioning.

Regular communication with store managers in order to find proactive solutions to increase store performance.

Preparation of sales reports and other reports related to the activity.

Follow up and increase the quality of customer service, and increase their satisfaction.

Monitoring the performance of store managers, developing, motivating and training them.

## Feb 2005 - Mar 2008

3 years and 2 months

### Store Manager - Germanos Telecom Romania S.A.

Bucharest | Telecommunications | Commerce / Retail

Manage overall store activity (planning, team coordination, verification and evaluation activity of the shop) so as to meet operational standards and achieve sales target.

Efficient administration of human and material resources of the store.

Store sales monitoring, evaluating requests for certain products commercialized and initiate recommendations for product managers.

Managing store operational activities such as periodic inventories, cash management, providing the necessary products, proper merchandising.

Basic accounting operations.

Preparing periodic reports to the area sales manager.

Constantly update information on services and products sold in the store.

Preparation, development and motivation of store team members in order to create the ideal environment for performance.

## Jan 2004 - Jan 2005

1 year and 1 month

### Store Manager - CNDPI ROMSOFT - Depozitul de Calculatoare SRL

Bucharest | Sales | IT / Telecom

"Computer Warehouse" was in that period the number one retail chain in selling IT products (computers, laptops, components, peripherals, software, etc. ...).

Responsibilities:

Ensuring good conduct and organization of the store employees to achieve the objectives received.

Primary accounting, management programs (B-ORG, NEOMANAGER).

Perform daily goods orders according to customer requirements and stock the store.

Permanent information about new technology and about new products.

Human Resources Management: Employee selection, training and development

Proposals to area sales manager about new products, services, according to trends identified in contact with clients.

## Education

2017 - 2019

### Master's degree - SNSPA - National School of Political and Administrative Studies

Managerial Communication and Human Resources | Bucharest

2007 - 2011

### Bachelor's degree - Universitatea Spiru Haret

Economist, Finance and Banking | Bucuresti

## Foreign languages

English - Advanced

## Other info

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### Driving license

Category B

acquired on 01 Apr 2003