

Catalin Mancas

Targets:

To use and maximally expand my skills within a major banking and financial services organization ranked as an important player on the Romanian market. My previous experience allows me to express confidence in my capability to take part in the company efforts to reach at a maximum level of efficiency on this very competitive-proved market. My professional background in client service is a major strength for my future activities and for attaining best profits and top market share.

Personal data:

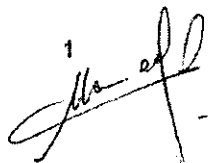
Date of birth: 29 July 1972
Place of birth:
Marital status: Married
Nationality: Romanian

Education:

2001-2003 : Master in Business Management – **Specialization in Sales Management**
1992-1997: Faculty of Management -The Academy of Economic Studies, Bucharest

Professional Education and Qualifications:

2006 Romanian Financial Institute Milenium, Authorized Internal Controller
2004 Portfolio Management Seminar - University of Wisconsin-La Crosse
2004 Romanian Financial Institute Milenium - Authorized agent SSIF
2003 Moody International – Course on Total Quality Management
2001 Banca Romana pentru Dezvoltare – Group Societe Generale - Course on « Sale Strategies and Negotiation Methods »
2000 Banca Romana pentru Dezvoltare - Groupe Societe Generale - In-house course "Train the Trainer"
1999 Romanian Banking Institute - Course on Financial Instruments Derivatives
Romanian Commodities Exchange (BRM) - Licensed broker within the Romanian Commodities Exchange; authorized to trade on spot, forward and futures markets.
1998 National Institute of Securities (IRVM) and National Association of Brokerage Houses (ANSVM) – Authorized securities agent
RASDAQ Securities Market – Licensed trader
– License for electronic auctions
Bucharest Stock Exchange – Licensed trader on the "Stea" and "Horizon" systems
1997 National Securities Clearing, Settlement and Depository Company-
Authorized agent



Professional Record: Experience

2012 - SC Altur SA, Member Board of Directors

2007 - SC Cargotrans SA, Member Board of Directors

2008 – September 2011

SSIF Romcapital SA

Head of Internal Control

- Prevention and proposing solutions to remedy any law, capital markets regulations or internal procedures violation by firm or its employees.
- Informing the SSIF and its employees regarding the legal regime of the capital markets.
- Approval of all documents transmitted to CNVM and other capital market institutions by the SSIF.
- Analysis and approval of information materials / advertising brochures of the SSIF.
- Maintaining direct contact with CNVM and regulated markets and ensure remediation of any market regulations or internal procedures violations.
- Ensuring exclusive personal use by each ASIF of the access codes and passwords provided by regulated markets.
- Monitoring the application of legal provisions in the SSIF activity.
- Reporting to the Board of Directors of any law, capital markets regulations or internal procedures violation situations.

2007-2008

SSIF Grupul de Intermediere Financiara GIF SA member of Romcapital Group

CEO,

Mission: The development of online trading platform and new modules to meet clients needs in terms of real time execution of transactions and in terms of portfolio management and analysis.

Ensuring compliance with legal procedures for taking SSIF GIF SA's clients by SSIF Romcapital SA and implementing the services provided by the StockHit trading platform to SSIF Romcapital SA's clients.

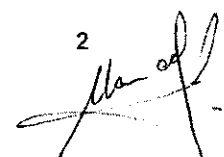
2005 –October 2007

The Leasing Company BCR Leasing IFN S.A., Bucharest

Head of Sales and Marketing Department

Mission: to design and implement company's sales and marketing strategy, to coordinate the development of product portfolio, to coordinate relationship management for corporate, public sector (tenders) and private-banking clients, to ensure optimal media exposure and design marketing plans, Technical Committee voting member (approval of transactions)

- Working in the Marketing and Sales Division I coordinated directly the activity of 5 operational divisions (Real Estate, Light and Heavy Equipment Sales, Auto Sales, Client Support and Marketing Department), all regional agencies totaling 90 employees.
- Being part of the Director Committee I approved financial requests and established credit worthiness of customers on a \$00.000 EUR limit.



- I had responsibilities regarding the negotiation of the financial terms offered under special conditions to the corporate clients up to my competency limit.
- As a Manager I established the company's strategic and sales goals based on product category.
- My main task was to establish the sales goal company wide, sales goals for all regional branches as well as the coordinating, controlling and evaluating all sales teams.
- I developed Marketing strategy, planned annual budget for the marketing department as well as reviewing marketing agency pitches and selecting the best media plan.
- I proposed to the Directorial Committee the general characteristics of the financial products promoted by BCR Leasing IFN SA and products designed on the specific needs of categories of customers or geographical areas.
- I designed a bonus plan and a promotion plan to reward sales teams that exceeded their target sales.
- I oversaw the design of procedures and work guidelines within the department as well as procedures and work guidelines when interacting with the other departments.

2004 - July 2005

The Leasing Company BCR Leasing IFN S.A., Bucharest

Executive Manager, Risk Management & Back Office Division

Mission: to coordinate risk management activities (credit, market, operational risk), to design and implement procedures to comply with NBR regulations with regard to non-financial institutions – "IFN" (including risk management for retail & corporate leases, maintaining optimal capital adequacy ratios, cooperation with risk structures from BCR – HQ, implementing a balanced credit risk provisions policy), to ensure optimal cooperation between front-office retail units and HQ, to ensure timely payments to suppliers, to design the budget for the Risk Management & Back Office Division, Credit Committee voting member

Manager, Total Quality Management and Information Security Management Integrated System

Mission: to draw-up and maintain Total Quality Management (ISO 9001:2000 standard) and Information Security Management (BS7799:2 standard) procedures, to ensure third-party certifications (SRAC, IQNET) are retained by BCR LEASING following specialized audits

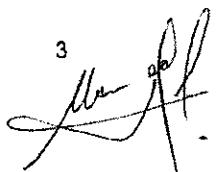
2002- October 2004

The Leasing Company BCR Leasing IFN S.A., Bucharest

Head of Sales Network Division

Mission: I was responsible with the opening, personnel selection, managing and the developing of the branches and network of BCR Leasing IFN SA, in the following major cities: Arad, Bacau, Baia Mare, Bistrita, Braila, Brasov, Buzau, Cluj, Constanta, Craiova, Focsani, Galati, Iasi, Sibiu, Oradea, Piatra Neamt, Pitesti, Ploiesti, Rm. Valcea, Sibiu, Suceava, Satu Mare, Tg. Mures, Timisoara and Bucuresti – Alba Iulia, Piata Romana, Nae Caramfil and World Trade Center branches;

- I am involved in establishing the sales procedures and I take responsibilities for the negotiating activity with all dealer companies for financing conditions of the contracts concluded in the network branches department;
- I develop the sales strategy, coordinate the sales teams and manage the network activities. At the moment, the sales network department achieves almost 60%



from the total concluded leasing contracts of BCR Leasing SA, which accounts to date for approx. 11% from the total Romanian leasing market.

1999- 2002

The Brokerage Company BRD Securities S.A., Bucharest

Head of Trading Department

Mission: to coordinate Trading Department, operating profit maximization, to design and implement new products and procedures to comply with CNVM regulations.

- I executed transactions on behalf of the bank and other institutional client accounts on Romanian capital market;
- In trading and analysis department I participated and coordinated all prospects for public and tender offers for companies listed on OTC and BVB;
- For the first time in Romania I acted as intermediary on behalf of BRD Invest for the first public municipal bonds offering issued by City Hall Predeal;
- One specific task was to participate in the in-house training organized for BRD-GSG employees in order to create a distribution network for BRD shares in the public offering initiated by APAPS;
- I participated and traded on behalf of the clients in electronic auctions organized by APAPS on the RASDAQ market;
- I had to supervise the front and back office activities;
- As a personal achievement, BRD Invest has become one of the best active players on OTC and BVB markets though the negative market conditions of the last years.

1997 - 1999

The Brokerage Company BCR Securities S.A. (former Intermob S.A.), Bucharest

OTC - Chief of trading department

- I executed transactions on behalf of the bank, private and institutional client accounts on OTC capital market. Executed transactions for house account with discretionary authority;
- I was a dedicated trader for all transactions executed by our institutional client Banca Comerciala Romana on the Rasdaq market.
- I collaborated with chief of analysis department in elaborating strategic market analysis plans ;
- The best achievement was to maintain and raise the market share for all transactions performed by Intermob SA. At that time the company was situated in top ten and was the most important and active securities company owned by a bank.

Publications:

I collaborated in publishing different analysis for newspapers such as Bursa, Ziarul Financiar, Banii Magazine and also with the press agency Mediafax.

Foreign languages:

English - good

