



Sorina - Mihaela BĂLAN (born DAN)

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Workă: Bodoni Sando Street, 3-5, 540545, Târgu Mures, România (Romania)

WORK EXPERIENCE

09/2024 - ONGOING Târgu Mureş, Romania

Vice-Rector for Quality Management and Projects

"DIMITRIE CANTEMIR" UNIVERSITY FROM TÂRGU MUREŞ

Coordination and management of assessment and quality assurance activities and projects at the "Dimitrie Cantemir" University level, to support academic, institutional and infrastructural development.

Implementation of the principles of inclusion, diversity and equal opportunities, according to national and international standards.

Objectives:

- Increasing the quality of the educational process and the academic results of students.
- Development and improvement of educational infrastructure and administrative resources.
- Effective implementation of institutional development strategies.
- Promoting inclusion and diversity in all academic and administrative processes.
- Strengthening partnerships with other higher education institutions and the business environment

03/2022 OMGOING Târgu Mureş, Romania

ASSOCIATE PROFESSOR PH.D."DIMITRIE CANTEMIR" UNIVERSITY FROM TÂRGU MUREŞ, FACULTY OF PSYCHOLOGY (AND EDUCATIONAL SCIENCES)

Teaching activities: Master's in Human Resource Management: Leadership and Organizational Behavior; Financial Concepts and Salary Policies; Educational and Vocational Counselling. (until 2024)- Master in Quality Assurance in Education: Education quality management; Management of educational projects; Evaluation of educational programs; Specialized practice. Degree Level: Educational and vocational counseling; Post-graduate courses: Support teacher - Professional development in inclusive education; Conversion psychology: Educational and vocational counseling; pedagogical practice I, II. DTT: Didactics of the Specialization; Practice specialties 1+2-level I; Design and management of educational projects - level II

02/2018 - 09/2024 Târgu Mureş, Romania

STRATEGIES, PROGRAMS AND PROJECTS DEPARTMENT DIRECTOR

"DIMITRIE CANTEMIR" UNIVERSITY FROM TÂRGU MUREŞ

2015 - ONGOING Târgu Mureş, Romania

MEMBER OF THE NATIONAL CORPS OF EXPERTS IN EDUCATIONAL MANAGEMENT MINISTRY OF EDUCATION AND RESEARCH

National Register of Experts in Educational Management -OMECTS no 2544 / 27.03.2015

http://cneme.edu.ro/raport_om.php?jud=MURE%C5%9E

12/2022 - ÎN CURS Romania

MEMBER OF THE ASSOCIATION OF PSYCHOLOGISTS FROM ROMANIA

certIFICATE A-7687



2023 - 2024 Bucharest, Romania

ROMANIAN NATIONAL EVALUATOR

- THE MINISTRY OF ENERGY through the Executive Unit for the Financing of Higher Education, Research, Development and Innovation - UEFISCDI
 - MINISTRY OF EDUCATION
-
- The call "Supporting investments in new production capacities of electricity produced from renewable sources for self-consumption for public entities", within the Key Program 1 - Renewable energy sources and energy storage, financed by the Modernization Fund, carried out by the Ministry of Energy (ME), through the General Directorate of Investments (DGI)
 - The National Program for the Reduction of School Dropouts (PNRAS) round 2 - 2023 and "PNRR - DOTARI-2023 Equipping pre-university education units with furniture, didactic materials and digital equipment

2022 - ONGOING Porto, Portugal

EASE MEMBER EUROPEAN ASSOCIATION OF STEAM EDUCATORS (EASE)

EASE is a non-profit organization whose ultimate goal is to help and strengthen the work of all educators and teachers in promoting STEAM skills with children, youth and adults in formal and non-formal education.

2018 - ÎN CURS Târgu Mureş, Romania

ASSESSOR MUREŞ COUNTY AGENCY FOR PAYMENTS AND SOCIAL INSPECTION

Enrolled in *Registrul Evaluatorilor de Furnizori si de Programe*- Minister of Labor and Social Solidarity

2014 - ONGOING Târgu Mures, Romania

ASSOCIATION PRESEDENT

ASOCIAȚIA CENTRUL DE FORMARE ANTREPRENORIALĂ (ENTREPRENEURIAL TRAINING CENTER ASSOCIATION)

2005 - ONGOING Târgu Mureş

MANAGEMENT CONSULTANT -BDS CONSULTING SRL

01/10/2019 - 31/08/2022

ERASMUS+PROJECT MANAGER „FUTURE WORK – HOW TO EQUIP TRAINERS WITH COMPETENCES TO PROVIDE LEARNERS WITH SKILLS FOR AGILE AND DIGITAL WORK”

DIMITRIE CANTEMIR UNIVERSITY FROM TARGU MUREŞ

Partner Leader- Erasmus+ project "Future Work - how to equip trainers with competences to provide learners with skills for agile and digital work", 2019-1-RO01-KA202-063343.

12/02/2024 - 16/02/2024

TEACHER- ERASMUS+ PROGRAM DIMITRIE CANTEMIR UNIVERSITY FROM TARGU MUREŞ

Course taught in Bordeaux and Lyon: "Project management and entrepreneurship in CSR"

Certificate of attendance issued by INSEEC, France

15/02/2022 - 14/02/2024 Târgu Mureş, Romania

ERASMUS+ PROJECT MANAGER "DISTANCE EDUCATOR-TRAINING EDUCATORS OF ADULTS IN THE DIGITAL AGE" "DIMITRIE CANTEMIR" UNIVERSITY FROM TÂRGU MUREŞ

"Distance Educator-Training Educators of Adults in the digital Age"- 2021-1-RO01- KA220-VET-000034702

11/2023 - 11/2023 Târgu Mureş, Romania

04/18/2022 - 04/23/2022 Târgu Mureş, Romania

23/02/2020 - 27/02/2020 Târgu Mureş, Romania

TEACHER- ERASMUS+ PROGRAM „DIMITRIE CANTEMIR" UNIVERSITY FROM TÂRGU MUREŞ

Teaching courses in Mersin, Turkey:

- "Project management",
 - "Project management & Entrepreneurship":
 - "Counseling"
- Certificates of attendance -Çağ University, Turkey*



29/05/2023 - 02/06/2023 Târgu Mureș, Romania

TEACHER- ERASMUS+ PROGRAM DIMITRIE CANTEMIR UNIVERSITY FROM TARGU MUREȘ

Cours taught in Wrocław: „Project management”

Certificate of attendance issued by Wrocław Business , Univeristy of Applied Sciences, Poland

2023 - ongoing Târgu Mureș, Romania

MEMBER ASOCIAȚIA „FEMEIA MILENIULUI III”(ASSOCIATION "THE WOMAN OF THE THIRD MILLENNIUM")

Non-governmental, non-profit organization, an association of today's women, concerned with the quality of life

27/10/2020 - 26/10/2022 Târgu Mureș, Romania

PROJECT POCU MANAGER „PRACTICA INOVATIVĂ A STUDENȚILOR - UDC” (“INNOVATIVE PRACTICE OF STUDENTS - UDC”) „DIMITRIE CANTEMIR” UNIVERSITY FROM TÂRGU MUREȘ

MySMIS 130510 Comp 1- Call: POCU / 626/6/13 / Increasing the number of university and non-university tertiary education graduates who find a job as a result of access to learning/research/ innovation activities at a potential job, with an emphasis on areas of potential SNC SNCDI specialization

18/04/2022 - 23/04/2022 Târgu Mureș, Romania

TEACHER- PROGRAM ERASMUS+ „DIMITRIE CANTEMIR” UNIVERSITY FROM TÂRGU MUREȘ

Teaching: “Project management & Entrepreneurship” *Certificates of attendance -Universitatea Çağ, Turcia*

10/2019 - 02/2022 Târgu Mureș, Romania

ASSISTANT PROFESSOR „DIMITRIE CANTEMIR” UNIVERSITY FROM TÂRGU MUREȘ, Faculty of Psychology and Educational Sciences

2017 - 2021 Târgu Mureș, Romania

FORMED CASA CORPULUI DIDACTIC MUREȘ (THE MUREȘ HOUSE OF TEACHING CORP)

- *Course "Innovation and performance in the management of educational institutions"(Modules:managerial communication, Educational Marketing and Change Management),*
- *Course "Interactive activities to promote gender equality and entrepreneurship in school"*

01/10/2018 - 15/01/2021 Târgu Mureș, Romania

PROIECT MANAGER ERASMUS+ E-STEAM- „EQUALITY IN SCIENCE, TECHNOLOGY, EQUALITY, ART AND MATHEMATICS DIMITRIE CANTEMIR UNIVERSITY FROM TARGU MUREȘ

Partner Coordinator - E-STEAM Project- *"Equality in Science, Technology, Equality, Art and Mathematics, ERASMUS+2018-1-PT01- KA201-047422*

2014 - 2020

MENTOR; TRAINER; JOBS EVALUATOR JOBS FOUNDATION, CNDIPT / CCD MUREȘ/ CCD HUNEDOARA

The project "JOBS: Vocational guidance - Training in companies and schools", Romanian-Swiss cooperation program. The JOBS project was developed by MECS, CNDIPT and the Center for International Projects in Education of the Pedagogical University of Zurich (PHZH).

01/07/2020 - 31/07/2020

SHORT-TERM TRAINER/ EXPERTUNIVERSITY UNIVERSITY OF PITEȘTI, ARGES

Motivation, Stability and Competence Project - the perspective of the quality of human resource training in underprivileged schools [MSC-EDU]-Mentoring and Coaching Course

05/2018 - 06/2020 Târgu Mures, Romania

PROIECT MANAGER – POR - CREATION OF BUSINESS INCUBATOR IN THE MEDICAL FIELD “DIMITRIE CANTEMIR” “DIMITRIE CANTEMIR” UNIVERSITY FROM TÂRGU MUREȘ

10/2013 - 09/2019 Târgu Mureș, Romania

ASSISTANT PROFESSOR „DIMITRIE CANTEMIR” UNIVERSITY FROM TÂRGU MUREȘ, FACULTY OF ECONOMIC SCIENCES

Master's level: *Business Administration and Business Strategies*; Bachelor's level: *Promotional Techniques, Project Management, Internship, Management, Consumer Behavior, Food Products and Consumer Safety*



15/05/2019 - 03/06/2019 Bucharest Romania

EXPERT PRINCIPAL CO-OPTED IN THE COMMISSION FOR THE EVALUATION OF DRAFT TEXTBOOKS
THE MINISTRY OF NATIONAL EDUCATION, NATIONAL ASSESSMENT AND EXAMINATION CENTER

Discipline: Counseling and personal development, 7th grade (3093 / 23.09.2019)

06/2018 - 10/2018 / 05/2018 - 09/2018 Bucharesti, Romania

BUSINESS CONSULTANT / TRAINER

FUNDAȚIA CENTRUL DE RESURSE PENTRU EDUCAȚIE ȘI FORMARE PROFESIONALĂ
(EDUCATION AND VOCATIONAL TRAINING RESOURCE CENTER FOUNDATION)

Business Plan Expert / Entrepreneurial Skills Course

Project POCU/82/3/7/104174 - Antreprenoriat prin inovare - dezvoltare inteligentă durabilă în Regiunea Centru - INOV@RE (Entrepreneurship through innovation-sustainable intelligent development in the Center Region - INOV@RE)

03/2018 - 09/2018 Târgu Mureș, Romania

TRAINER DIMITRIE CANTEMIR UNIVERSITY FROM TARGU MURES

Short-term expert within the project- POCU/82/3/7/103860- Project "Start in Business"-Center Region, partner University Dimitrie Cantemir Târgu Mureș

01/09/2009 - 01/09/2018 Târgu Mureș, Romania

FULL TEACHER ECONOMIC COLLEGE "TRANSILVANIA" TÂRGU MUREȘ

Disciplines taught: *Entrepreneurial education; Economy; Applied economics; Operational planning, Marketing. CDȘ: Management of personal and social life; Counseling and guidance; QUALITY MANAGEMENT; JOBS (Vocational guidance, Training in companies and schools)*

09/01/2017 - 02/10/2017 / 01/09/2013 - 08/01/2017 Târgu Mureș, Romania

- **DIRECTOR**
- **DEPUTY DIRECTOR**

ECONOMIC COLLEGE "TRANSILVANIA" TÂRGU MUREȘ

- President of the Board of Directors. Position-specific duties according to the management contract signed with ISJ Mureș and Târgu Mureș City Hall:
- Member of the Board of Administration; Responsible for the Committee for Internal and International Projects and Partnerships; President of the Professional Competency Assessment Committee, Level III Professional, Level IVI – Issuer: ISJ Mureș; President of the Examination Committee for the County Technology Olympiad, Local Stage; Vice-President of the Evaluation Committee for the County Technology Olympiad, County Stage; Coordinator of the Quality Assurance and Evaluation Committee in Pre-University Education; Member of the National Education Database Committee (BDNE); Member of the Occupational Health and Safety Committee; Responsible for the Committee on Extracurricular Activities

10/2012 - 08/2017 Târgu Mureș, Romania

STUDENT PRACTICE MENTOR

„PETRU MAIOR” UNIVERSITY TÂRGU MUREȘ, DTEACHER TRAINING DEPARTMENT

Student practice tutor - DPPD (Faculty of Economic, Legal and Administrative Sciences)

2004 - 2005/ 2000 - 2004 Bucharest Romania

AREA SALES MANAGER / SALES COORDINATOR AVON COSMETICS ROMANIA SRL

1996 - 2005 Târgu Mureș, Romania

ASSOCIATE - ADMINISTRATOR SC PRI INȚESA COMPANY SRL

1990 - 1999 Târgu-Mureș, Romania

ACCOUNTANT / SECRETARY- TYPIST MUREȘ SANITARY-VETERINARY DIRECTORATE



● **EDUCATION AND PROFESSIONAL TRAINING**

20/05/2024 - 24/05/2024 Nysa, Polonia

"ARTIFICIAL INTELLIGENCE AT THE UNIVERSITIES – A BOON OR A BANE?"- 14TH INTERNATIONAL STAFF TRAINING WEEK IN NYSA, POLAND University of Applied Sciences in Nysa

09/2020 – 07/2023 Târgu Mureş, Romania

BACHELOR'S DEGREE IN APPLIED MODERN LANGUAGES (ENGLISH-ITALIAN)

U.M.F.S.T. „George Emil Palade”, Faculty of Sciences and Letters „Petru Maior”

Field of study Humanities and Arts/Philology. Diploma thesis":

CONSIDERATIONS REGARDING THE USE OF FOREIGN LANGUAGES IN EUROPEAN PROJECTS"

16/05/2023 - 18/05/2023 Rezsow, Polonia

C1. "TRAIN THE TRAINERS" THE BLENDED MOBILITY FOR ADULT LEARNERS IS ADDRESSED TO AE EDUCATORS WORKING WITH TRAINERS, EDUCATORS, MENTORS, CONSULTANTS. REZSOW, POLONIA- CERTIFICAT EUROPASS Danmar Comnputer

07/03/2023 – 15/04/2023 Bucharest Romania

PERSONAL DEVELOPMENT FOR INCLUSIVE EDUCATION AT THE LEVEL OF ACADEMIC COMMUNITIES - POST-UNIVERSITY COURSE, Romanian Academy

02/09/2024-06/09/2024 Edremit, Balikesir

INTERNATIONAL STAFF WEEK FOR NETWORKING AND EU PROJECTS PARTNERSHIPS Balikesir University, Tr

05/ 2020/ 05/2022 Castellón de la Plana, Spania

- **INTERNATIONAL STAFF WEEK-3RD EDITION UNIVERSITAT JAUME I, CASTELLON**
- **INTERNATIONAL STAFF WEEK- 2ND EDITION, UNIVERSITAT JAUME I, CASTELLON**

CERTIFICATE OF ATTENDANCE Universitat Jaume I

15/09/2021 – 17/09/2021 Terni, Italia

C1. FUTURE WORK- STAFF TRAINING ACTIVITY. HOW TO EQUIP TRAINERS WITH SKILLS TO PROVIDE LEARNERS WITH SKILLS FOR AGILE AND DIGITAL WORK

Umbria Chamber of Commerce

09/09/2019 - 15/09/2019 FELSŐÖRS, Ungaria

IOGGA - INSIDE OUT: GROWING GENDER AWARENESS

ANTHROPOLIS ANTROPOLOGIAI KOZHASZNUEGYESULET, Hungary

2019 Deva, Romania

STRESS MANAGEMENT IN THE CHOOOL ENVIRONMENT. EVALUATION IN EDUCATION, BETWEEN CLASSIC AND MODERN. House of the Didactic Body Hunedoara, RO

2017 - 2018 Târgu Mureş, Romania

POST-UNIVERSITY COURSE: SUPPORT TEACHER FOR PEOPLE WITH SPECIAL NEEDS

Certificate of Professional Competence MECS, Series CA, No. 0023639

Dimitrie Cantemir University, Târgu-Mureş, Faculty of Psychology and Educational Sciences

Psychopedagogy of Individuals with Special Educational Needs (SEN); Psychopedagogy of Early Intervention; Theory and Methodology of Curriculum; Educational Management; Methods and Techniques for Understanding Individuals with SEN; Corrective-Compensatory Therapies for Individuals with SEN; Theory of Teaching and Learning in Inclusive Education; Methods and Techniques for Speech Therapy and Language Development; Family Counseling and Vocational Guidance for Individuals with SEN; Specialized Practice



08/11/2018 - 10/11/2018 Târgu Mureș, Romania

EXPERT ACCESS TO STRUCTURAL AND COHESION FUNDS, COR CODE 242213
CPPCA TRANSILVANIA SRL Tg. Mures

2018 Deva, Romania

EFFICIENT USE OF TIME IN THE EDUCATIONAL PROCESS. STUDENT CLASS MANAGEMENT.

Casa Corpului Didactic Hunedoara (House of the Didactic Body Hunedoara)

04/2017 Comune di Gubbio, Italia

C1 TRAINING EVENT - TRAIN THE TRAINERS. ERASMUS+ PROJECT "GET READY FOR THE FUTURE: EQUIPPING TEACHERS WITH THE COMPETENCES OF THE FUTURE" (R4F) Comune di Gubbio

09/2014 - 06/2015 Bucharest, Romania

04/2013 - 05/2013 Bucharest Romania

01/2013 - 02/2013 Bucharest Romania

2011 - 2012 Bucharest, Romania

- **JOBS - TRAINING OF TEACHERS TO CARRY OUT CAREER GUIDANCE AND COUNSELING ACTIVITIES**
- **TRAINER - EVALUATORS OF PROFESSIONAL SKILLS**
- **TEACHER - EVALUATOR OF PROFESSIONAL SKILLS**
- **METHODS OF LEARNING THROUGH THE EXERCISE COMPANY**

Centrul Național de Dezvoltare a Învățământului Profesional și Tehnic (CNDIPT)

23/06/2015 - 29/06/2015 Sibiu, Romania

04/06/2015 - 10/06/2015 Sibiu, Romania

- **EDUCATIONAL MENTORING OF PERSONS WITH DISABILITIES**
- **ICT 2- ADVANCED INTERACTIVE ICT TOOLS IN TEACHING FOR STUDENTS WITH DISABILITIES**

"E-MENTOR: DEVELOPMENT OF ICT SKILLS AND SKILLS AND MENTORING EDUCATIONAL GUIDE FOR PERSONS WITH DISABILITIES, FOR TEACHERS" "Lucian Blaga" University from Sibiu

2015 Bucharest, Romania

DIDACTIC GRADE I, Ministry of Education and Scientific Research, Ministerial Cabinet

2009 - 2014 Cluj- Napoca, Romania

DOCTORAL STUDENT in field ENGINEERING AND MANAGEMENT Cluj-Napoca Technical University

Quality Management; Managerial Skills in Working with People; Scientific Research Methodology; Applied Mathematics; Project Management; The Management Process for Sustainable Business

11/2014 Cluj- Napoca, Romania

DOCTOR IN ENGINEERING AND MANAGEMENT Cluj-Napoca Technical University

- Doctoral Diploma: Series I, no 0002402/15.01.2015, O.M. 634 /11.11.2014
- **Site de internet** <https://www.utcluj.ro/> **Field of Study** Engineering and management
- **Final Diploma** Magna Cum Laude
- **Diploma thesis** *"CONTRIBUTIONS TO THE DEVELOPMENT OF METHODS OF TEACHING ENTREPRENEURSHIP IN HIGH SCHOOL EDUCATION" / "CONTRIBUTII LA DEZVOLTAREA METODELOR DE PREDARE A ANTREPRENORIATULUI ÎN ÎNVĂȚĂMÂNTUL LICEAL"*

10/2014 Bucharesti, Romania

ENTREPRENEURIAL TRAINING WORKSHOP- UNCTAD/ EMPRETEC ROMANIAN PROGRAM FOR SUPPORTING THE DEVELOPMENT OF SMALL AND MEDIUM-SIZED ENTERPRISES - THE INTERNAL PROGRAM/IONAL OF ENTREPRENEURIAL DEVELOPMENT

Agency for the Implementation of Projects and Programs for Small and Medium Enterprises

02/2014 Cluj Napoca, Romania

ENTREPRENEURIAL SKILLS - "MANAGEMENT" DISCIPLINE RSC CONSULTING SRL Cluj Napoca



02/2014 Bucharest, Romania

MANAGEDU – USE OF EDUCATIONAL MANAGEMENT APPLICATIONS

POSDRU PROJECT / 87/1.3/S/63154 ADEVERINȚĂ 3154/572/02.04.2014 , SIVCO Romania SA

2014 Târgu Mureș, Romania

MANAGEMENT AND COMUNICATION, Casa Corpului Didactic Mureș (Couse of the Mureș Didactic Corps)

2011 – 2013 Târgu Mureș, Romania

MASTER'S IN EDUCATION QUALITY ASSURANCE

Universitatea „Dimitrie Cantemir” from Târgu Mureș

"THE ROLE OF COMMUNICATION, PARTNERSHIP AND NEGOTIATIONS IN THE DE-VELOPMENT OF ENTREPRENEURIAL SKILLS THROUGH THE FAIR OF COMPANIE'S"

11/2013 Târgu Mureș, Romania

ERASMUS + PROJECT WRITING - THE YOUTH PROGRAM IN ACTION Mureș

Youth Directorate Mureș

2013 Bucharest, Romania

ELECTRONIC REGISTRATION OF THE SELF-ASSESSMENT

ROMANIAN AGENCY FOR QUALITY IN PRE-UNIVERSITARY EDUCATION (ARACIP)

2013 Târgu Mureș, Romania

SUPPORT FOR SCHOOL UNITS IN THE IMPLEMENTATION OF THE INTERNAL EDUCATION QUALITY EVALUATION MANUAL THE HOUSE OF THE MUREȘ TEACHING Casa Corpului Didactic Mureș

2013 Târgu Mureș, Romania

INTEGRATED COMPETENCES FOR THE KNOWLEDGE SOCIETY Casa Corpului Didactic Mureș

09/2012 Bucharest, Romania

TRAINING OF TEACHERS ON EUROPEAN THEMES

MECTS - Institutul European din Romania (The European Institute in Romania)

09/2012 Reghin, Romania

METHODS AND TOOLS OF NON-FORMAL EDUCATION – The Youth Program in action

06/2012 – 08/2012 Bucharest Romania

ADMINISTRATION OF COMPUTER NETWORKS AND ITS LABORATORIES SIVCO Romania

07/2012 Bucharest Romania

TRAINING PROGRAM IN THE FIELD OF ENTREPRENEURSHIP

AIPIMM, CEPECOM (Centrul de pregătire a personalului pentru Comerț)

2012 Cluj- Napoca, Romania

MANAGEMENT DIDACTICS /ENTREPRENEURIAL DIDACTICS

Babeș-Bolyai University Cluj-Napoca, Faculty of Economic Sciences and Business Management

2012 Târgu Mureș, Romania

FUTURE SPECIALISTS IN EDUCATION AND TRAINING

"Petru Maior" University, Târgu Mureș



2012 Târgu Mureş, Romania

- **MANAGEMENT AND LEADERSHIP IN EDUCATION**
- **INTERACTIVE DIGITAL PLATFORM FOR EFFICIENCY OF STAFF ACTIVITY DIDACTIC IN UNION RELATIONS.**
- **DIDACTIC DESIGN FROM THE PERSPECTIVE OF INTERACTIVE METHODS.**

2011 Târgu Mureş, Romania

- **QUALIFICATION ON THE CURRICULUM**

2010 Târgu Mureş, Romania

- **INTEL®TEACH- TRAINING IN THE KNOWLEDGE SOCIETY**

2009 - 2010 Târgu Mureş, Romania

- **COUNSELING AND GUIDANCE**

Casa Corpului Didactic Mureş (House of the Mureş Didactic Corps)

01/05/2011 - 30/09/2011 Bucharest Romania

TRAINING OF INSAM ASSESSMENT SPECIALISTS S.C. SOFTWIN S.R.L

01/09/2011 - 09/09/2011 Bucharest Romania

PERSONAL AND SOCIAL LIFE MANAGEMENT Casa Corpului Didactic Ilfov

08/2011 Cluj-Napoca, Romania

DEFINITIVE TEACHER in MANAGEMENT SPECIALIZATION "Babeş Bolyai" University Cluj-Napoca

2009 - 2010 Bucharest Romania

FORMAREA ŞI DEZVOLTAREA PROFESIONALĂ PRIN ACTIVITĂȚI DE MENTORAT

MECTS, Unitatea de Management a Proiectelor pt Invățământul Preuniversitar

10/2010 Bucharest Romania

SCHOOL FOR ALL - "FACILITATORS IN PREVENTING SCHOOL DROPOUTS"

Asociația Tineri pentru viitor (Youth for the Future Association)

04/2010 Cluj Napoca, Romania/ 03/2010 Cluj Napoca,

- **VOCATIONAL GUIDANCE COUNSELOR** SC IRCETT SA Cluj Napoca
 - **TRAINER** SC IRCETT SA Cluj Napoca
-

2010 loc. Alexandru cel Bun, Romania

MENTOR COD 235902, Asociația Națională a Mentorilor de Dezvoltare Profesională

(National Association of Professional Development Mentors)

2007 - 2009 Târgu-Mureş, Romania

MASTER ÎN BUSINESS MANAGEMENT

"Petru Maior" University Târgu-Mureş; Faculty of Economic, Legal and Administrative Science

- **Internet Site** http://old.upm.ro/facultati_departamente/ea/despre_ea.html Field of study Management
 - **Final Grade** 10 "STUDY ON HUMAN RESOURCES MANAGEMENT AT SC ELECTRICA SA DISTRIBUTION BRANCH"
-

2009 Târgu-Mureş, Romania

PROJECT MANAGER, COD 241919, Camera de comerț și industrie Mureş

2007 - 2008 Târgu-Mureş, Romania

MASTER IN LEGAL CONSULTANCY AND BUSINESS MANAGEMENT

"Petru Maior" University, Târgu-Mureş; Faculty of Economic, Legal and Administrative Sciences

- **Site de internet** http://old.upm.ro/facultati_departamente/ea/despre_ea.html
- **Field of study** Businessfaceri, administration and Law Final Diploma 10
- **"CONSIDERAȚII PRIVIND SPĂLAREA BANILOR, / "MONEY LAUNDERING CONSIDERATIONS"**



2003 - 2007 Târgu-Mureş, Romania

DEPARTMENT FOR TEACHING STAFF TRAINING Graduation certificate, "Petru Maior" University Târgu-Mureş

2002 - 2007 Târgu-Mureş, Romania

ECONOMIST GRADUATE IN MANAGEMENT

"Petru Maior" University, Târgu-Mureş; Facultatea de Ştiinţe Economice, Juridice şi Administrative

- **Internet** http://old.upm.ro/facultati_departamente/ea/despre_ea.html Field of study Management
- "CONSIDERATIONS REGARDING THE INFLUENCE FACTORS IN THE ACHIEVEMENT OF MANAGEMENT EFFICIENCY"/ *CONSIDERAȚII PRIVIND FACTORII DE INFLUENȚĂ AI EFICIENȚEI MANAGERIALE*

1987 - 1990 Târgu Mureş, Romania

MANAGER OF COMMERCIAL UNITS - POST-SECONDARY SCHOOL

Grup Școlar Economic, Administrativ și de Servicii (Economic, Administrative and Service School Group)

● **Linguistic Competencies**

Mother Tongue: **ROMANIAN**

Foreign Languages

	COMPREHENSIVE		SPOKEN	WRITTEN	
	Oral Comprehension orală	Reading	Writing	Speaking	
• English	C1	C1	C1	C1	C1
• Italian	C1	C1	B2	B2	B2
• French	B2	B2	B2	B2	B2
• Hungarian	A2	A2	A1	A1	A1

Levels: A1 and A2 - Basic User, B1 and B2 - Independent User, C1 and C2 - Proficient Use

● **DIGITAL COMPETENCIES**

Microsoft Office | Microsoft Word | Microsoft Excel | Outlook | Microsoft Powerpoint | Zoom | TEAMS | ChatGPT, Certificat CISCO, Manager proiect Erasmus+ KA2 „Distance Educator

● **Communication and Interpersonal Skills**

Strong Communication Skills

Area Sales Manager at AVON Cosmetics
Pre-University Teacher/ University Lecturer
Coordinator of Specialized Committees
Bachelor's Degree in Philology

Teamwork

Experience in Project Team Coordination and Sales Team Management
Coordinator Teacher for Practice Firms / Coordination of Entrepreneurial Activities

Promotion and Development of Partnerships

Over 20 International Partnerships Established and Realized:

Organization Name, City, Country (Partner's Field)

- **First Private School Leonardo da Vinci Ltd**, Ruse BG (Kindergarten to Secondary School)
- **Prague University of Economics and Business (VSE)**, Praga cz (Erasmus+Projects)
- **Dekaplus Business Services**, Limassol cy (IT Consulting and Digital Education)
- **GrantXpert Consulting**, Cipru cy (Educational Funding Consulting)
- **INSEEC**, Bordeaux and Lyon, Franța FR (Erasmus+Projects)
- **Institute of Entrepreneurship Development (IED)**, Larissa GR (Entrepreneurship and research)



- **Technical Institute of Heraklion Chamber of Commerce and Industry**, Grecia GR (Vocational and Educational Training)
 - **Camera di Commercio I.A.A. di Terni**, Terni IT (Business and Education)
 - **Vytautas Magnus University (VMU)**, Lituania LT (Liberal Arts Education)
 - **Wroclaw Business University of Applied Sciences**, Polonia PL (Erasmus+Projects)
 - **Danmar Computers LLC**, Polonia PL (IT Solutions and Digital Education)
 - **University of Applied Sciences in Nysa**, Nysa PL (Erasmus+Projects)
 - **Silves Schools Group (AES)**, Silves PT (Kindergarten to Secondary School)
 - **EASE European Association of STEAM Educators**, Portugalia PT (STEAMEducation)
 - **Sociedade Portuguesa De Inovação**, Porto PT (Inovare și educație)
 - **Universitat Jaume I**, Castellón ES (Erasmus+Projects)
 - **Foundation Universitat Jaume I Empresa (FUE-UJI)**, Castellón ES (Academic and Business Collaboration)
 - **Zonguldak Bülent Ecevit University**, Turcia TR (Erasmus+Projects)
 - **Balıkesir University**, Turcia TR (International Networks)
 - **IT Cluster Cluj-Napoca**, RO
-

More information, including the list of published works, can be found here
<https://padlet.com/bsorinamihaela/sorina-mihaela-b-lan-wfyftvs20il1q43s>

I confirm the authenticity of the listed information.
Sorina-Mihaela BĂLAN

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