

## Curriculum Vitae

### Personal information

First name(s) / Surname(s) **Lazanu Daniela Gianina**

Address(es)

Mobile:

E-mail

Nationality Romanian

Date of birth

Gender Female

### Work experience

|                                      |  |
|--------------------------------------|--|
| Dates                                | June 2016 – present  |
| Occupation or position held          | Owner & Administrator DGL Consulting; Partner & Administrator Target Advantage Consulting & LGV Fair Consulting; Turnaround Management Association Board member  |
| Main activities and responsibilities | Business and management consultancy and coaching<br>Banking and non-banking advisory and financing (loans, leasing, EU funds, national funds – IMM INVEST, OUG 130/ COVID, etc)<br>Mergers & acquisitions<br>Restructuring, reorganization, insolvency and recovery consultancy<br>Nonperforming banks portfolio valuation; Debts and assets sales consultancy   |
| Dates                                | January 2014 – May 2016  |
| Occupation or position held          | Deputy Executive Manager Group (Region) Ploiesti   |
| Main activities and responsibilities | Management of the commercial teams (about 300 employees) for Prahova, Buzau and Vrancea Counties (individuals, small business/Retail and Corporate)<br>Sales budgets management for individuals and companies (Retail and Corporate)<br>Direct coordination Corporate commercial teams (about 70 employees)<br>Loan proposals, approvals and monitoring responsible for Corporate segment<br>Implementation and coordination of the Credit Analyses Service for Corporate segment<br>Budget and commercial targets management and responsibility for Corporate segment<br>Risk quality portfolio responsible |
| Name of employer                     | BRD Groupe Société Générale Group (Region) Ploiesti  |

Dates October 2009 – December 2013  
Occupation or position held Restructuring & Recovery Department Manager BRD Headquarter  
Main activities and responsibilities Management of the defaulted clients (individuals and companies) in amicable or legal recovery:  
- Loans restructuring  
- Insolvency/ Bankruptcy/ Enforcement procedures  
- Debts & assets sales  
Banking Association for Non-Performing Commission president and member of the New Romanian Insolvency Law project team  
Coordination of the BRD recovery network (Headquarter and branches - about 130 employees/ 1,2 billion Eur loans portfolio management)  
Specific provisioning management for individuals and companies  
Name of employer BRD Groupe Société Générale/ Headquarter

Dates September 2008 – September 2009  
Occupation or position held Commercial Manager Animation Direction BRD Headquarter  
Main activities and responsibilities Commercial animation of the sales network for companies Retail and Non-Retail (about 900 branches)  
Sales budgets, action plans implementation and follow up of the sales network for companies.  
Commercial campaigns for sales force  
Name of employer BRD Groupe Société Générale/ Headquarter

Dates March 2007 – August 2008  
Occupation or position held Quality Direction Manager BRD Headquarter  
Main activities and responsibilities Claims management for individuals and companies  
Authorities claims management (BNR, ANPC, ANSPDCP, etc)  
Products, services and clients service improvement for individuals and companies  
Innovation project management  
Name of employer BRD Groupe Société Générale/ Headquarter

Dates July 2005 – February 2007  
Occupation or position held Area Commercial Manager Group Baia Mare  
Main activities and responsibilities Commercial reorganization & commercial animation of the sales network for companies (Retail and Non Retail) in Group Baia Mare (Maramures, Satu Mare and Salaj Counties, about 70 employees)  
Sales budgets, action plans implementation and follow up of the sales network in Group Baia Mare (Maramures, Satu Mare and Salaj Counties)  
Loans granting and administration for companies (Retail and Non Retail)  
Name of employer BRD Groupe Société Générale Group Baia Mare

Dates Mai 2003 – June 2005  
 Occupation or position held Commercial Animation Coordinator BRD Headquarter  
 Main activities and responsibilities Commercial animation of the sales network for companies (Retail and Non Retail)  
 Sales budgets, action plans implementation and follow up of the sales network for companies  
 Commercial campaigns & business meetings organizer and speaker  
 Name of employer BRD Groupe Société Générale/ Headquarter

Dates July 1995 – April 2003  
 Occupation or position held Marketing responsible & relationship manager Group Iasi  
 Main activities and responsibilities Sales budgets and commercial targets for companies and individuals in Group Iasi  
 Commercial campaigns for improving sales in Group Iasi  
 Loans granting for individuals  
 Loans and current operation administration  
 Name of the employer BRD Groupe Société Générale Group Iasi

Dates March 1992 – July 1995  
 Occupation or position held Accountant  
 Main activities and responsibilities State budget revenues collection, financial statements, annual budget coordination  
 Name of employer Vama Sculeni, Iasi County

Dates August 1990 – March 1992  
 Occupation or position held Accountant  
 Main activities and responsibilities State budget revenues collection & investments projects, financial statements, annual budget coordination  
 Name of employer Primaria Victoria, Iasi County

## Education and training

Dates 2008 – 2009  
 Title of qualification awarded Professional Diploma in Management  
 Principal subjects/occupational skills covered Professional management and leadership  
 Name and type of organisation providing education and training CODECS/ The Open University Business School

Dates 2007 – 2008  
 Title of qualification awarded Professional Certificate in Management  
 Principal subjects/occupational skills covered Management skills development  
 Name and type of organisation providing education and training CODECS/ The Open University Business School

Dates 1996 – 2001  
 Title of qualification awarded Bachelor's Degree  
 Principal subjects/occupational skills covered Economist/ Marketing specialist  
 Name and type of organisation providing education and training "Gheorghe Zane" University Iasi/ Bacau University

2000 – 2016 in BRD Groupe Société Générale  
 More than 40 internal and external technical financing, risk, sales, communication, negotiation, management, leadership trainings (including INSEAD & Société Générale Corporate University)

| Other language(s)         | Understanding |         |         |         | Speaking           |         |                   |         | Writing |         |
|---------------------------|---------------|---------|---------|---------|--------------------|---------|-------------------|---------|---------|---------|
|                           | Listening     |         | Reading |         | Spoken interaction |         | Spoken production |         |         |         |
| Self-assessment           |               |         |         |         |                    |         |                   |         |         |         |
| <i>European level (*)</i> | B2            | English | B2      | English | B2                 | English | B2                | English | B2      | English |
|                           | B2            | French  | B2      | French  | B2                 | French  | B2                | French  | B2      | French  |

**Social skills and competences** Excellent communication and negotiation skills, team spirit, team builder

**Computer skills and competences** Microsoft Office (Word, Excel, Power Point)

**Other skills and competences** Dynamic, hardworking, persuasive, challenging, high level of integrity and responsibility, leadership, high capacity of analysis and syntheses, excellent adaptability to environments, situations and changes

**Driving licence** B