

PERSONAL INFORMATION



COCA Oana

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Sex Female | Nationality Romanian

JOB APPLIED FOR POSITION

University assistant

WORK EXPERIENCE

Period	September 2019 - present
Position	University assistant
Main activities and responsibilities	- Teaching practical works in the disciplines of Economic-Financial Analysis, Rural Economics, Production Economics, Rural Economics and Accounting, Business Environment Analysis, Department of Agroeconomics, Faculty of Agriculture of the University of Life Sciences "Ion Ionescu de la Brad" Iasi; - Publication of scientific papers in specialized journals; - Participation in conferences and other scientific events;
Employer's name and locality	- Initiating and participating in the writing and management of research projects; Iasi University of Life Sciences "Ion Ionescu de la Brad"
Type of business or sector	Educational and researching activities in University education
Period	July 2018 - present
Position	Assistant Manager / Specialist Researcher
Main activities and responsibilities	Member of the project management team: Establishment and implementation of partnerships for knowledge transfer between the Research Institute for Agriculture and Environment Iasi and the agricultural economic environment / SMIS Code 119611 Funding source: ERDF 2014-2020, POC, Action 1.2.3G Total project value: 14,890,875.00 lei Project duration: June 2018 - June 2023 Project type: KNOWLEDGE TRANSFER PARTNERSHIPS <ul style="list-style-type: none"> • Main activities and responsibilities - management team: <ul style="list-style-type: none"> - managing the relationship with the contracting authority OI POC; - coordination of the technical and financial reporting activity; - monitoring the degree of fulfillment of the project indicators; - coordination of information and publicity activity; - managing the relationship between the management team, the implementation team and third parties; - preparation of progress reports, notifications of changes to the financing agreement, additional documents, requests for reimbursement, requests for payment and pre-financing; - participation in the organization of public procurement procedures within the project; - communication with the enterprises in order to conceptualize the research ideas implemented through the AGRIECOTEC subsidiary contracts.

<p>Employer's name and locality</p> <p>Type of business or sector</p>	<p>Main activities and responsibilities - implementation team:</p> <ul style="list-style-type: none"> - Carrying out research and development activities consisting of documentation, data collection and analysis of economic data from the agricultural business environment, within the subsidiary contracts concluded with the enterprises; - Carrying out cost and economic efficiency analyzes of the technologies researched under the subsidiary contracts and of the different agricultural crops; - Processing and interpretation of collected empirical data; - Preparation of research reports; - Participation in groups for the elaboration of scientific papers. <p>Iasi University of Life Sciences "Ion Ionescu de la Brad"</p> <p>Research - development in natural sciences and engineering / Project management / Project implementation</p>
<p>Period</p> <p>Position</p> <p>Main activities and responsibilities</p> <p>Employer's name and locality</p> <p>Type of business or sector</p>	<p>June 2017 – present</p> <p>October 2017 – September 2019</p> <p>Administrator</p> <p>Economist researcher in agri-food economics</p> <ul style="list-style-type: none"> • Main activities and responsibilities: <p>Research / consultancy activities in the elaboration of projects:</p> <ul style="list-style-type: none"> - carrying out research and development activities for: agriculture (soil science, plant science, agricultural technologies); territorial and sectoral development; economy; - carrying out agrochemical and microbiological mapping of agricultural lands; - development of specialized computer programs for agriculture; - carrying out consultancy activities for the preparation of research and development projects, investment projects financed by European and national funds; - elaboration of territorial, sectoral and organizational development strategies; - preparation / analysis / evaluation / elaboration of financial aspects of investment projects, including elaboration of cost-benefit analyzes and financial analyzes within the feasibility studies and business plans for clients; - coordinator of the project management consultancy team at enterprise level, for European projects, <ul style="list-style-type: none"> • Company management activities: <ul style="list-style-type: none"> - coordinating the economic activities of the organization; - elaboration of annual action plans; - elaboration of the budgets of incomes and expenses, of the cash flows of the company; - endorsement of accounting, financial, management records; - representation of the company in relations with third parties (banks, customers, suppliers, employees, public institutions, etc.); - negotiating and concluding contracts with customers and suppliers; - preparation of job descriptions and organization of staffing; - other management activities. <p>S.C. Centrul pentru Economie și Dezvoltarea Afacerilor S.R.L. - Iași</p> <p>Research - development in natural sciences and engineering / Consulting in project management</p>
<p>Period</p> <p>Position</p>	<p>February 2016 – October 2017</p> <p>Agriculture business consultant</p>

<p>Main activities and responsibilities</p> <p>Employer's name and locality</p> <p>Type of business or sector</p>	<ul style="list-style-type: none"> • Main activities and responsibilities <p>Carrying out consulting activities for the elaboration and implementation of investment projects with European financing, consisting of:</p> <ul style="list-style-type: none"> - preparation of business plans, feasibility studies, supporting reports, market studies, documentation for approvals, financing applications; - preparation of cost-benefit analyzes and economic-financial forecasts of investment projects; - providing consulting services in the field of investment management and administration of the execution contract; - preparation / analysis / evaluation / elaboration of financial aspects of investment projects, including elaboration of cost-benefit analyzes and financial analyzes within the feasibility studies and business plans for clients. <p>S.C. S.I.T. 23ARHEUS S.R.L. - Iași</p> <p>Business consulting and management</p>
<p>Period</p>	<p>September 2011 – February 2016</p>
<p>Position</p>	<p>Economist</p>
<p>Main activities and responsibilities</p> <p>Employer's name and locality</p> <p>Type of business or sector</p>	<ul style="list-style-type: none"> • Main activities and responsibilities: <p>Carrying out consulting activities for the elaboration and implementation of investment projects with European financing, consisting of:</p> <ul style="list-style-type: none"> - preparation of business plans, feasibility studies, supporting reports, market studies, documentation for approvals, financing applications; - preparation of economic-financial plans and cost-benefit analyzes; - providing consulting services in the field of investment management and administration of the execution contract. - preparation / analysis / evaluation / elaboration of financial aspects of investment projects, including elaboration of cost-benefit analyzes and financial analyzes within the feasibility studies and business plans for clients. - member (economist) of the project management consulting team at enterprise level, for over 30 European projects, <p>Carrying out statistical surveys at the level of agricultural holdings, for the Agricultural Accounting Information Network (RICA) coordinated by the Ministry of Agriculture and Rural Development, consisting of:</p> <ul style="list-style-type: none"> - identification of relevant agricultural holdings and elaboration of statistical samples; - field accounting data collection; - processing of accounting data and completion of the RICA database; - transmission of the database to the RICA department within the Ministry of Agriculture and Rural Development. <p>Coordination of project teams formed for the elaboration of local development strategies.</p> <p>S.C. YXS Romest S.R.L. – Iași</p> <p>Business consulting and management / Research - development in other natural sciences and engineering</p>

EDUCATION AND TRAINING

<p>Period</p>	<p>October 2014 – July 2018</p>
<p>Qualification awarded</p>	<p>PhD in Accounting</p>
<p>Principal subjects covered or skills acquired</p>	<p>PhD in Accounting</p> <p>Subjects studied: Economic epistemology, Research methodology, Methods of qualitative data analysis, Methods of quantitative data analysis.</p> <p>Relevant activities:</p>

- Participation in various scientific events in the country and abroad (scientific seminars, presentation of doctoral theses, scientific conferences, workshops, congresses);
- Development of scientific papers and their support in scientific events;
- Preparation of research reports and reports;
- Participation, as a researcher - doctoral student, in the activities of the Project "Support for PhD students in the field of economics", POSDRU / 187 / 1.5 / S / 155656;
- The presentation of the doctoral thesis entitled "STUDY OF THE RELATIONSHIP CAPITAL - INNOVATION - PERFORMANCE IN THE FIELD OF AGRICULTURE. A FINANCIAL - ACCOUNTING APPROACH".

Education or training organisation's name and locality

"Alexandru Ioan Cuza" University of Iasi, Doctoral School of Economics and Business Administration

Period

October 2012 – July 2014

Qualification awarded

Master - Specialization in Economics and Business Law

Principal subjects covered or skills acquired

Main subjects studied: Financial economics; Public sector economics; Contract theory; Applied microeconomics; Economic analysis of the company; Applied macroeconomics; Bankruptcy institution.

Master's degree

Education or training organisation's name and locality

"Alexandru Ioan Cuza" University of Iasi, Doctoral School of Economics and Business Administration

Period

October 2008 – July 2012

Qualification awarded

Engineer - Specialization in Economic Engineering in Agriculture

Principal subjects covered or skills acquired

Agrarian Economy, Administration of the agricultural enterprises

Main subjects studied: Technical - economic analysis; General Accounting; Company accounting; Economic statistic; Agri-food policies; Rural economy; Marketing in agriculture; Rural development; Company finances; Investment efficiency.
Diploma of economist engineer

Education or training organisation's name and locality

Ion Ionescu de la Brad" University of Agricultural Sciences and Veterinary Medicine of Iasi (Iasi University of Life Sciences "Ion Ionescu de la Brad")

Period

March 2010 – June 2010

Qualification awarded

Erasmus mobility

Principal subjects covered or skills acquired

Main subjects studied: Economics; Agricultural sciences; Regional and Rural Development; Farm management.

Education or training organisation's name and locality

Centre de Formation d'Apprentis du Lycee Agricole, Rethel, Franta

Period

September 2004 – June 2008

Qualification awarded

High-school studies

Principal subjects covered or skills acquired

Subjects studied: Mathematics, Chemistry, Biology, Economics, Computer Science.

High school diploma

Education or training organisation's name and locality

„Dragoş - Voda" National College - Câmpulung Moldovenesc, Suceava County, Specialization Natural Sciences

PERSONAL SKILLS

Mother tongue(s)

Romanian

Other language(s)

English

UNDERSTANDING		SPEAKING		WRITING
Listening	Reading	Spoken interaction	Spoken production	
B2 – Proficient user	B2 – Proficient user	B2 – Independent user	B2 – Independent user	B2 – Independent user

French B2 – Independent user B2 – Independent user B2 – Independent user B2 – Independent user B2 – Independent user
 Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user
[Common European Framework of Reference for Languages](#)

Organisational / managerial skills
 Negotiation skills.
 Team spirit: experience in teamwork as a result of participating in the European project consulting and management team and in the team developing local development strategies.
 Adaptability and ease of communication, flexibility, dynamic spirit.
 Following the project manager course (June 2015).
 Following the training course (April 2015).
 Following the project evaluator course (November 2014).

Job-related skills
 Resistance to prolonged exertion
 Good ability to train / educate new employees
 A good knowledge of the procedures for accessing European funds and managing European projects.

Digital competence

SELF-EVALUATION				
Information processing	Communication	Content creation	Security	Problem solving
Independent User	Independent User	Independent User	Basic User	Basic User

Levels: Basic User - Independent User - Experienced user

Other computer skills:

- a good command of working with office programs (word processor, spreadsheet, presentation software, statistical analysis programs - IBM SPSS);
- good knowledge of photo editing (MS Photoshop).

Driving licence Category B / 15 years experience

ADDITIONAL INFORMATION

Publication of 26 scientific papers in recognized national and international journals, as author or co-author, of which:

- ✓ 5 ISI indexed scientific articles: Web of Science Core Collection with impact factor;
- ✓ 3 ISI indexed scientific articles: Web of Science Core Collection;
- ✓ 10 papers from the Proceedings Paper category indexed Web of Science Core Collection;
- ✓ 8 scientific articles published in journals indexed in at least 3 international databases (BDI).
- Participation in 7 international conferences and a national conference, as author or co-author of the presented scientific papers;
- Project manager within the POC - SMIS 150048 project;
- Coordinator of partner activities within the POCU INNOTECH STUDENT project "Education and profit";
- Member of the implementation teams of 6 projects;
- Scientific speaker at two IBIMA conferences (2015 and 2017);
- Member of the Romanian Society of Economic-Financial Analysis;
- Member of the European Association of Agricultural Economists.