

Marius PERȘINARU

Romanian, born 1964 (61 yo)



Fluent English, Romanian, basic French

University Graduate: Romania, Polytechnic Institute Bucharest – Hydroenergetics Engineering (1983 – 1988)

Professional development- main highlights

Strategic Management- De Baak Management Centrum- Netherlands 1997

Executive Foundation Programme- Xerox Executive Centre, U.K. 2000

Lean Six Sigma Certified Project Sponsor – Xerox U.K. 2005

Lean Six Sigma Certified Green Belt - George Group The Netherlands- 2006

V.P. Development Program - Center for Creative Leadership- Greensboro, NC, USA- 2006

Channel Excellence- ChannelCorp- London, UK- 2010

Master in Virtual Leadership- European leadership Institute, YPO Europe, 2020

Envisia- World Class Boards- 2024, masterclass

London Business School/ YPO- Strategy & Innovation, 2024

Envisia/ YPO- Board Excellence & Expertise- 2025, masterclass

CAREER

<u>2023 oct- current</u>	<u>Board of Directors, NED, Electroalfa</u>
<u>2021 mar- oct</u>	<u>Board of Directors, NED, CFR Călători</u>
<u>2020 – current</u>	<u>Entrepreneur, investor, Bucharest, Romania</u> Consulting & Training www.adviseteam.ro : GoToMarket Strategy, Indirect channels sales Apple organic products farm www.mardebran.ro
<u>2016 – 2020</u>	<u>Schneider Electric, Bucharest, Romania</u> <u>Country President, Romania & Moldova</u> Build and implement regional business strategy, business growth & local team development. Full P&L responsibility.
<u>2015</u>	<u>Xerox Hungary, Budapest, Hungary</u>
<u>Jan 2015 – Dec 2015</u>	<u>Interim CEO</u> Crisis Management, build and implement country business strategy, reshape and stabilize local organization
<u>2012 – 2014 (3 years)</u>	<u>Xerox CIT (CEE, Israel, Turkey), Uxbridge, UK</u>
<u>Jan 2012 – Dec 2014</u>	<u>Chief Commercial Officer,</u> <u>GM Technology & Services</u> Build and implement the regional commercial strategy, ensure organizational development in marketing and sales as well as improved Customer and Partner experiences.
<u>Oct 2013 – July 2014</u>	<u>Xerox Czech and Slovak, Prague, Czech Republic</u>

Interim CEO

Crisis management, recovery and stabilize local operations

2009 – 2012 (3 years) **Xerox Developing Markets, Uxbridge, UK**

Jan 2011 – Jan 2012 **Vice President- Channels Operations**

Build Indirect Channels over Developing Markets (Latin & Central America, Africa, CEE, ME, India, Russia)

Jul 2009 – December 2010 **Vice President- Operations East**

Business Coordination, Strategy design and implementation for CEE, ME, Africa, India, Russia.

1998 – 2009 (11 years) **Xerox Romania & Moldova, Bucharest, Romania**

Sep 2004 – July 2009 **CEO, Xerox Romania**

Chairman of the board

Business strategy design & implementation, full P&L responsibility

Nov 1999 – Sep 2004 **Operations Director- 5 reporting people**

Managing Company's After Sale people, activities and business, incl. Service, Logistics, Quality Management and Customer Satisfaction.

Jul 1998 – Nov 1999 **Logistics Director- 15 reporting people**

1991 – 1998 (8 years) **Arexim S.A., Bucharest, Romania**

Romanian private company, office equipment distribution and services.

1991 - 1995 **Logistics Director**

1995 - 1998 **Managing Director - Arexim Logistic SRL**

Reporting to the Board of the Group

1988 -1991 (3 years) **Energomontaj , Bucharest, Romania**

Engineer - 80 reporting people

State owned company, specialised in erection works for hydroelectric power stations;
Co-ordinating erection works for 3 Hydroelectric Power

ADDITIONAL AREAS OF INTEREST

Organizational Culture; Leadership & Coaching; Lean Six Sigma

Customer Experience & Service Excellence

PROFFESIONAL AFFILIATION

Young Presidents Organization (YPO)

CEO Club; HR Club

EXTERNAL AWARDS

BUSINESS REVIEW 2009- Business Leader of the year

CLUB IT&C 2010- Manager of the year