

Nicolae N. Sfetcu

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1. Profile

A wide range of experience in the domains of physics, engineering, Quality Assurance, electronics and Internet services (translation, web design, Internet marketing and online advertising, web business solutions). Able to work on own initiative and as part of a team. Proven leadership skills involving managing, developing and motivating teams to achieve their objectives. First-class analytical, design and problem solving skills, and a very good specialist. Dedicated to maintaining high quality standards.

2. Experience

- 2002, October – date **MULTIMEDIA SRL**, Drobeta Turnu Severin (company founded in October, 2002)
 - Owner and administrator
 - Winner of International Star Award for Quality for Excellence and Business Prestige, Gold Category, Geneva 2005
 - Business services: Internet marketing and advertising, web design and development, translation, word processing, desktop publishing, multimedia, business consulting
 - Development of the MultiMedia Network (more than 600 websites, 200 mailing lists and newsletters, 200 webrings, 5 electronic publications, etc.)
 - Developer and participant in various European and national projects (DriveSafe, RoDI IST Network, etc.)
 - Winner of "WQC International Star Award", Business Initiative Directions, Gold Category, Paris 2003
 - Founder of the electronic publication "Balkans Connection"
- 2002, February – 2002, October **AMACOM INTERNET CENTER SRL, Drobeta Turnu Severin, Romania**
AmaCom Internet Center SRL is a Romanian micro - company, founded in Nov. 2001.

- Administrator
- 2001 – 2002 **AMACOM SRL, Drobeta Turnu Severin, Romania**
AmaCom SRL is a medium-size Romanian company, founded in 1992.
 - 2001 – 2002 IT Manager
 - Founder of the IT Department
 - Coordinating manager
 - Developing a Romanian teleworking system
 - Founder and Chief Editor of three ezines:
 - "Business / Internet"
 - "NGO Romania"
 - "Severin on-line"
- 1993 – 2001 **SERVICIUL ROMAN DE INFORMATII**
 - IT engineer
- 1983 – 1993 **HEAVY WATER PLANT “ROMAG PROD”, Drobeta Turnu Severin, Romania**

Heavy Water Plant “ROMAG PROD” is the biggest European producer of heavy water, with the highest deuterium purity in the world.

- 1991 – 1993 Quality Assurance Manager
 - Projecting, implementing, developing and maintaining the Quality Assurance System.
- 1989 – 1991 Destructive and Nondestructive Testing Laboratory Chief
 - Start-up Destructive and Nondestructive Testing Laboratories.
- 1983 – 1989 Quality Assurance Inspector
 - Inspecting and coordinating the tests for the equipments and installations of the plant.
 - Developing Eddy Currents Nondestructive Testing.

3. Additional Professional Activities

- 2001 – date Elaboration and teaching two courses, “Teleworker Guide” (published in 2002 by the "Noul Scris Romanesc" Craiova Publishing House, entitled "Telework (Innovation - Internet - Opportunities)", and “Internet Marketing”, with The Center for the Implementation of Inventions, at Craiova University
- Writing and publishing three e-books
- 1999 – date European Teleworking Development Romania (ETD) Project Coordinator
- 1998 - date Teaching courses for professional reconversion in industrial electronics
- 1997 – date Teleworker
- 1990 – date Electronics individual manufacturer

4. Professional Membership

- 2004 – date **Romanian Association for Electronic Industry and Software**
 - Cofounder of the regional association and president of the Mehedinti Branch
- 2003 – date **Romanian Association for Telework and Teleactivities**
 - Initiator, cofounder and president
- 2002 – date **Internet Society**
 - Member
- 1999 – date **Romanian Teleworking Society**
 - Initiator, cofounder and president.
- 1994 – date **General Association of Engineers in Romania**
 - Cofounder and president of the Mehedinti Branch, member in the Executive Bureau, organizing scientific activities.
- 1980-1983 **"Astroclub" Bucharest**
 - Member
- 1975-1977 **Invention Club, Craiova**
 - Member

5. Training

- 2001 - date: **Polytechnic University, Bucharest, Department of Electronics and Telecommunications**
 - Training for a doctor degree, with the theme “Methods of development of the services and interfacing between Internet – Intranet and public communications networks”
- 1978 - 1983: **Bucharest University, Bucharest**
 - Physicist engineer - Bachelor of Physics, Major Nuclear Physics
- 1972 - 1977: **Electrotechnical High school, Craiova, Dolj**

6. Qualifications

- 2006 – 2006: Atlas Consulting Bucharest
 - Training for audit for the Quality Management Systems
 - Attested as internal auditor
- 2005 – 2005: CPE Craiova
 - Training in the domain of organizational communication
- 1987 - 1988: **Center for Training Specialists from Nuclear Domain, Bucharest**
 - Nondestructive Testing Operator
- 1990 - 1990: **Industry Minister, Chemistry Department, Bucharest**
 - Quality Assurance Manager
- 1980 - 1982: **"Carpati" National Travel Organization, Bucharest**
 - Tourist guide
 - Attested for French language tourists
- 1995 - 1995: **Bucharest University, Bucharest**
 - Certificated for French language

- 1996 - 1996: **Bucharest University, Bucharest**
 - Certificated for English language

7. Community Activities

- Cooperation with companies, institutes and organizations from Romania and abroad within some projects and initiatives based on voluntaries
- Initiating and supporting of four personal projects:
 - NGO Romania dedicated to the Romanian NGOs (web site, web forum, ezine, mailing list and web ring)
 - Business on Internet dedicated to the Romanian e-businness (web site, web forum, ezine, mailing list and web ring)
 - Severin online, dedicated to the cyber-community of the Mehedinti County (web site, web forum, ezine, mailing list and web ring)
 - Anti-corruption Project, dedicated to the fight against the corruption in Romania (web site, web forum and mailing list)
- More web forums dedicated to the regional (Balkan) and Romanian economic and social problems
- Initiating and moderating more than 40 mailing lists, newsletters and web rings dedicated to the business, research, NGOs activities, etc.
- Initiating and supporting a contest for the Romanian electronics hobbyists.

8. Languages

- Romanian
- French (certified)
- English (certified)
- Italian, Spanish, Russian (elementary level)

9. Publications

- Telework (Internet - Innovation - Opportunities), book, 2002
- Internet Marketing (Course), 2001
- Teleworker's Guide (Course), 2001
- Environmental impact of telework and teleactivities, 2000
- The underground world of Internet, 2000
- Smart cards, 1999
- Teleworking concept in Information Society, 1999
- Modems, 1997
- Cellular mobile phone: digital signal processors, 1997
- Telecommunications privatization, 1997
- Information management, 1997
- Information Technology in Small and Middle-sized Enterprises, 1997
- Material quality control by means of Electrochemical studies, 1997
- Eddy Currents NDT, 1990

- Steel Corrosion, 1987, etc.

e-Books, free content and script modules:

- 2006: Poetry Kaleidoscope, Google Guide, etc
- In English: B2B eMarketplaces, Business Plan Outline, Business Translation, Don't Panic! Do E-commerce, Email Marketing, Guerilla Web Promotion and Marketing, MultiMedia Advertising, Online Advertising, The Encyclopedia of Economics, Writing Advertisements, How to get the job you want now!, Introduction to PHP, PHP-Nuke Manual, Web Design Guidelines, Windows Tips & Tricks, Cryptography, Computer Humor, Danube - Photo Album, Drobeta Turnu Severin, Old Banat, Electrochemistry, Eye Controlled Media, Physics, PIC16C84, Spectroscopic Ellipsometry, Telecommunications, Economic Intelligence, Espionage, Information Security, Intelligence Documentation, Intelligence Organizations, etc
- In Romanian: Retele de calculatoare, Umor selectat, Cartele electronice programabile, Cinetica electrochimica, Mehedinti, etc

10. Software Proficiency

- PHP, MySQL, ASP, etc.
- Trados, Transit, RobHelp, Universal Translator, etc.
- Windows NT/2000/XP Windows 95/98/ME, DOS 6.22
- MS Office 2002, MS Work, Word Perfect 6.0, Word Star 5.0
- Adobe Acrobat 4.0, Adobe Photoshop 6.0
- AutoCad 2000
- Adobe PageMaker, Quark Xpress
- Corel Draw 10, Paint Shop Pro 7.0
- Front Page 2002, Allaire Homesite 4.5, Macromedia Dreamweaver 4.0, Netscape Composer, Page Mill 3.0, NetObjects Fusion 4.0
- WinFax 9.0, Universal Translator, PC Anywhere, PC Telecommute, Lap Link '95 7.5
- Etc.

11. Personal Details

- Date of Birth: July 19, 1957
- Marital Status: married, two children
- Driving License: full, clean

12. Hobbies

1. Electronics, Internet, bridge, chess, music, sports