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● **EXPERIENȚA PROFESIONALĂ**

01/01/2020 - ÎN CURS - CALINEȘTI - AG, ROMÂNIA

PLANT MANAGER AKA AUTOMOTIV SRL

- Direct Management of the Branch in Romania
- Leading the Process Owners (Team Managers) in all field activities
- Budget preparation and follow-up
- Establish the strategy for new RFQ's, including CBD's validation
- Reporting to Business Unit Manager + Group
- Decision Maker and providing support to Team Managers
- Establish, supervise and follow-up of the targets and KPI's for all Process Owners
- Management of the Critical Situations (Labor accidents, Stop of Production Lines, Customer Major Complaint etc.)
- Risk and Opportunity Management

Customer related activity

- Establish contacts with new customers, find new business opportunities, present the company, know-how and technologies to potential customers
- Direct Negotiation of Contract
- Direct Participation in RFQ's, from first contact until signature of LOIs
- First Contact with Customers (by phone or on Customer's site) in case of blocking point

Commercial Activity

- Build the Standard Quotation Files (price decomposition) with focus on profit margin optimization
- Build the Tools (stamping and injection) price decomposition
- budget construction based on customer previsionsal volumes, price, LTA application and synergies; mid and long term visibility on TO evolution
- evaluation and approval of investments

Supplier related activities

- Direct consultation of suppliers for components and raw materials, negotiation and agreement
- Product/process audits and visits on site at IS production (off-tool & off-process).
- New Suppliers validation

Design related activities

- strong knowledge and skills for different types of products
- strong knowledge of OEM Culture, technical specifications and RFQ related documents (Technical/Commercial Presentations, customer specific documents)
- direct involvement in design activities to lead the design department in finding the best solutions cost, quality and function oriented
- strong knowledge of different types of processes: assembly, stamping, welding, cold forging, hot forging, plastic injection (accumulated during 11 years of suppliers and customers visits and audits)
- solid knowledge of 2D Plans and ISO Quotation symbols specific to automotive industry
- solid knowledge of DFMEA and PFMEA

Quality related activities

- on site support for the customer in case of major problem (due to fast availability for travel and solid knowledge of main foreign languages)
- in house support for quality team in root cause analysis for critical situations and in temporary and permanent actions for customer protection

Achievements 2024

TO increase to 27M€ with 40M€ estimated 2025.

04/2013 - 31/12/2019 - CALINESTI, AG, ROMÂNIA

DEPUTY PLANT MANAGER AKA AUTOMOTIV SRL

Main Activity

- Direct Management of the Branch in Romania
- Leading the Process Owners (Team Managers) in all field activities
- Reporting to Business Unit Manager
- Decision Maker and providing support to Team Managers
- Establish, supervise and follow-up of the targets and KPI's for all Process Owners
- Daily Management meeting participation and direct involvement in leading all teams to success,
- Management of the Critical Situations (Labor accidents, Stop of Production Lines, Customer Major Complaint etc.)
- Risk and Opportunity Management

Customer related activity

- Establish contacts with new customers, find new business opportunities, present the company, know-how and technologies to potential customers
- Direct Negotiation of Contract
- Direct Participation in RFQ's, from first contact until signature of LOIs
- First Contact with Customers (by phone or on Customer's site) in case of blocking point

Commercial Activity

- Build the Standard Quotation Files (price decomposition) with focus on profit margin optimization
- Build the Tools (stamping and injection) price decomposition
- budget construction based on customer previsionsal volumes, price, LTA application and synergies; mid and long term visibility on TO evolution
- evaluation and approval of investments

Supplier related activities

- Direct consultation of suppliers for components and raw materials, negotiation and agreement
- Product/process audits and visits on site at IS production (off-tool & off-process).

Design related activities

- strong knowledge and skills for different types of products
- main inventor for published patent on European Patent Office
- strong knowledge of Renault, PSA, OV, BMW technical specifications and RFQ related documents (Technical/Commercial Presentations, customer specific documents)
- direct involvement in design activities to lead the design department in finding the best solutions cost, quality and function oriented
- strong knowledge of different types of processes: assembly, stamping, welding, cold forging, hot forging, plastic injection (accumulated during 11 years of suppliers and customers visits and audits)
- solid knowledge of 2D Plans and ISO Quotation symbols specific to automotive industry
- solid knowledge of DFMEA and PFMEA

Quality related activities

- on site support for the customer in case of major problem (due to fast availability for travel and solid knowledge of main foreign languages)

- in house support for quality team in root cause analysis for critical situations and in temporary and permanent actions for customer protection

Achievements 2019

TO generated from 2019 signed contracts 5M+ Eur/yearly

04/2011 - 04/2013 - CALINESTI, AG, ROMÂNIA

PROJECT MANAGER AKA AUTOMOTIV SRL

- lead the company projects from RFQ to SOP
- collaborate with all team members in order to provide the needed project deliverables in a timely manner and at the quality level requested by the customer
- building the project master plan (including the sub-supplier's plannings), distributing and following up the tasks
- oriented in achieving the customer's milestones with no blocking or difficult points
- follow the ramp-up activities for new products and processes for a smooth passing to SOP
- direct surveillance of the first parts, First Time True Rate, measurements and control reports
- pilot the project management meetings with involved departments
- direct participation in live meetings and teleconferences with the customers

03/2008 - 04/2011 - CALINESTI, AG, ROMÂNIA

QUALITY MANAGER AKA AUTOMOTIV SRL

- manage the quality team in achieving the best results in quality field
- maintaining the quality KPI's in targets and building action plans for continuous improvement
- good knowledge of different customer quality systems and portals
- direct participation in 8D response, including complete root cause analysis (non-detection, occurrence and system failure)
- transversalization activities for similar products/processes
- Poka-Yoke implementation
- manage the Reverse FMEA on field activities
- primary direct contact with customers and/or suppliers in case of deviations (including on site fast travel)
- performing internal/supplier product/process audits
- maintaining the quality system and update of the QM, procedures and instructions in order to follow the requirements of the standard
- main pilot for ISO/TS (IATF) 16949 audits, non conformity analysis, response, action plan and follow-up
- organize quality trainings with all team members (quality engineers, quality leaders and process operators)

02/2007 - 03/2008 - MIOVENI, ROMÂNIA

PURCHASING ANALYST AUTOMOBILE DACIA SA

- portfolio of 200+ different product references and 20+ suppliers
- purchaser for different types of products, mostly mechanisms: mirrors, door latches, window-regulators, opening levers, strikers, hinges
- direct negotiations with the suppliers
- supplier audits for product/process launch, capacity or transfers
- regular eco meetings with engineering dept and suppliers in order to find cost optimized solutions and synergies
- budget planner
- standard quotation files (for products and tools) analyzer
- direct involvement in new car launch (Supplier RFQ's)
- search win/win solutions in order to achieve the % targets

● **EDUCAȚIE ȘI FORMARE**

01/10/2020 - În curs - PITESTI, ROMÂNIA

PHD IN AUTOMOTIVE ENGINEERING- UNIVERSITY OF PITESTI - AUTOMOTIVE ENGINEERING DOCTORATE SCHOOL

1999 - 2004 - PITESTI, ROMÂNIA

ELECTRONICS ENGINEER- UNIVERSITY OF PITESTI - APLLIED ELECTRONICS & TELECOMMUNICATIONS

2017 - 2017 - CLUJ-NAPOCA, ROMÂNIA

INTERNAL AUDITOR IATF 16949:2016- CALITOP

2015 - 2015 - PITESTI, ROMÂNIA

CORE TOOLS- LRQA BUSINESS ASSURANCE

2014 - 2014 - PITESTI, ROMÂNIA

TRAINER- PROFESSIONAL NEW CONSULT

2012 - 2012 - CLUJ-NAPOCA, ROMÂNIA

MANAGERIAL PERFORMANCE PERFORM- CALITOP

Green Belt Six Sigma & Problem Solving

2008 - 2008 - MIOVENI, ROMÂNIA

QUALITY AUDITOR FOR PURCHASING DEPT.- DQDA - DACIA

- structured audit principles (based on FIEV audit)

- capacity audit (cycle time, bottleneck operations, changeover time, OEE, planned and unplanned maintenance time).

2008 - 2008 - CLUJ-NAPOCA, ROMÂNIA

INTERNAL AUDITOR ISO/TS 16949- CALITOP

- core tools (APQP, PPAP, MSA, SPC, Control Plan and FMEA)

- audit techniques and reporting according with the ISO/TS standard

2008 - 2008 - MIOVENI, ROMÂNIA

COMMUNICATIONS TRAINING- DACIA TRAINING CENTER

- verbal vs. non-verbal communication

2007 - 2007 - BUCHAREST, ROMÂNIA

NEGOTIATION LEVEL 1 & LEVEL 2- COMPASS TRAINING

- principles of negotiation, win/win approach, win/lose approach, profitability and compromise, direct and indirect negotiation

2007 - 2007 - PARIS, FRANȚA

LOGISTICS FOR PURCHASERS- L'ECOLE DE LA LOGISTIQUE

2007 - 2007

LEADERSHIP TRAINING- MAXIMAX INTERNATIONAL INC, MICHIGAN, USA

- team management and leadership
- differences between leader and boss
- listening techniques
- how to solve conflict situations

2007 - 2007 - MIOVENI, ROMÂNIA

ANPQP- DACIA TRAINING CENTER

2007 - 2007 - MIOVENI, ROMÂNIA

8D/ISHIKAWA/5WHY - ROOT CAUSE ANALYSIS- DACIA TRAINING CENTER

- methods to find the 3 root causes for a failure (non-detection, appraisal and system)

● **COMPETENȚE LINGVISTICE**

Limbă(i) maternă(e): **ROMÂNĂ**

	COMPREHENSIUNE		VORBIT		SCRIS
	Comprehensiune orală	Citit	Producerea de mesaje orale	Conversație	
ENGLEZĂ	C2	C2	C1	C1	C2
FRANCEZĂ	C1	C1	C1	C1	C1
ITALIANĂ	B2	B2	B2	B2	B2
TURCĂ	B1	B1	B1	B1	B1
GERMANĂ	A2	A2	A2	A2	A2

● **JOB-RELATED SKILLS**

Job-related skills

- company, people and customer oriented
- leadership skills
- good knowledge in all fields of an automotive company (production, quality, project management, commercial, logistics, HR)
- problem solving oriented
- decision maker in crisis and short time situations
- availability for fast traveling

● **COMMUNICATION AND INTERPERSONAL SKILLS**

Communication and interpersonal skills

- excellent communication skills in most technical fields, gained through my position and extended business

travel in different countries

Communications Training (Dacia Training Center)

- excellent training abilities gained in different job positions (trainer for quality, problem solving, root cause analysis, project management, risk management trainer)

Trainer Certificate (Professional New Consult)

- excellent negotiation skills gained through my experience as Purchasing Analyst (Dacia) and as Deputy Plant Manager (with also Commercial Responsibility in AKA Automotiv SRL)

Negotiation Level 1 & 2 Certificate (Compass Training Bucharest, 2007)

● **ORGANISATIONAL SKILLS**

Organisational skills

- leadership (current responsible for a company with 200+ blue collars and 50+ white collars including managerial level: Quality Manager, Production Manager, Logistics Manager, Maintenance Manager, Project Manager, Human Resources Manager, Accounting Manager)

- Leadership Training Certificate (Maximax International Inc. Michigan, USA, 2007)