



Curriculum vitae

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Personal information	
Name / Last Name	Dumitru-Tudor JIJIE
Address	Donici Street, no 11, Vaslui, Romania
Telephone	+40 744 539924
E-mail	ijjie@uaic.ro ; tudor.ijjie@eastmarketing.ro
Nationality	Romanian
Date of birth	08.01.1975
Gender	Male
Professional experience	
Teaching experience	<ul style="list-style-type: none">• University "Alexandru Ioan Cuza" Iași, Faculty of Economics and Business Administration, Master Program Coordinator for "Marketing – Analysis and Strategy" – since 2018;• University "Alexandru Ioan Cuza" Iași, Faculty of Economics and Business Administration, Master Program Coordinator for "Marketing Management" - a program developed in collaboration with the University of Groningen (RUG), Faculty of Economics and Business - Netherlands, - 2010 - 2018;• University "Alexandru Ioan Cuza" Iași, Faculty of Economics and Business Administration, Master Program Coordinator for "Marketing and Business Communication" - 2008-2010;• University "Alexandru Ioan Cuza" Iași, Faculty of Economics and Business Administration, Head of Course: "Marketing Research" "Sales Force Management";• University "Alexandru Ioan Cuza" Iași, Faculty of Economics and Business Administration, other courses: "Marketing", "Entrepreneurship";• Carleton University of Ottawa, Sprott School of Business – Visiting Professor – "Principles of Marketing" – the summer semester – 2018;• Romanian - Canadian MBA, Bucharest, associate professor for "Marketing Research" 2004 – 2008.

Experience in research programs	<ul style="list-style-type: none"> • Studies and articles published in Romania and abroad; • Diversity Management for Sustainable Economic Development of Local Self-Government Bodies within the Context of the Decentralisation Process in Ukraine – invited by European Centre for Minorities Issues from Flensburg, GERMANY within the international expert's team – February 2019 • “Quality Management in Higher Education – Program” – University Alexandru Ioan Cuza Iași – 2010-2011 – as Senior Expert • INFOMARK - the design and implementation of a support database for marketing decisions of the companies from Romanian - NURC project – University Alexandru Ioan Cuza Iași in partnership with ASE București, University Babeș- Bolyai Cluj-Napoca and University West Timișoara - 2007; • Internship Training HEC Montréal, CANADA, August-October 2004; • Ph D Internship - UPMF Grenoble, FRANCE, October 2000 - February 2001; • PhD in management – thesis title "Demand-estimation: techniques and econometric methods" - University Alexandru Ioan Cuza Iași - 2006; • International Management Teachers Academy, Bled, Slovenia, 2010
Practical experience	<ul style="list-style-type: none"> • EUROREGION SIRET-PRUT-NISTRU (Romania – Republic of Moldova Euroregion – member of the Association of European Border Regions) – Executive Director, since 2013; • EASTERN MARKETING INSIGHTS LTD (a marketing research company) – Administrator, since 2004; • OFFICE CONSULTING IASI (consultancy for European funds absorption company) – Project Manager, July 2003 - July 2004; • BAS CONSULTING IASI (consultancy for European funds absorption company) - Marketing Adviser, July 2002 - July 2003; • Training in marketing and entrepreneurship, for business clients and entrepreneurs, since 1999; • PROTEHNIC LTD Iasi (a CNC engineering company) Marketing Adviser, December 1998 - September 2000; • MOBUR LTD Iasi (a food distribution company), Marketing Director, July 1998 - December 1998; • MERCURY S.A. Bucharest (a marketing research company), Team Coordinator for marketing research and promotional projects, March 1998 – August 2000; • AIESEC Iasi (international student NGO), Director of the National Training and Placement Program for Students and Graduates - Iași, 1995-1996.
Other affiliations	<ul style="list-style-type: none"> • Member of the Regional Consortium for Innovation in the North-East Region of Romania; • Member of “Curtea Domnească” ROTARY Club of Iași, District 2241 – Romania & Republic of Moldavia.
Education	
Qualification / diploma obtained	Ph. D
Principal subjects / occupational skills	Management Thesis' title: "Demand-estimation: techniques and econometric methods"
Name and type of education / training provider	"Alexandru Ioan Cuza" University, Faculty of Economics and Business Administration

Period	1997-1998				
Qualification / diploma obtained	Master Degree, School of Management Science and Marketing				
Principal subjects / occupational skills	«Creating and managing enterprises»				
Name and type of education / training provider	"Alexandru Ioan Cuza" University, Faculty of Economics and Business Administration				
Period	1993-1997				
Qualification / diploma obtained	Bachelor Degree, Faculty of Economics and Business Administration				
Principal subjects / occupational skills	Marketing				
Name and type of education / training provider	"Alexandru Ioan Cuza" University, Faculty of Economics and Business Administration				
Complementary studies	Project Manager – CNFPA - Ministry of Labor Certification - August 2011 Trainer – CNFPA - Ministry of Labor Certification - December 2009				
Personal skills and competences					
Mother tongue(s)	Romanian				
Language(s)					
	Understanding		Speaking		Writing
	Listening	Reading	Conversation	Speech	Writing
French	C2	C2	C2	C2	C2
English	C2	C2	C2	C2	C2
Spanish	B1	B1	B1	B1	B1
Skills and computer use	MS Office; SPSS; GOLDMINE; NIPO.				
Driver license	B				

ANNEX I: *List of publications*

Published articles and communications:

- „*Implications and economic fundamentals of the market education strategy*”, **International Management Symposium, Timisoara, November 1999;**
- „*Formative role of public discourse in teaching process*” (collaboration), **International Management Symposium, Timisoara, November 1999;**
- „*Implications of international internships on the Romanian management style*”, **The Fourth International Conference of PGV (Pays Group Vishegrad) Network, Iași, October 2000;**
- „*Ways of managing relationships external customers*”, **Intercultural Management Journal, Iași, 2000;**
- „*Priceless training - developing skills in construction management - the perceived needs of the target market*”, **National Conference “Economic development realities and actions on the verge of Romania's EU integration”, Iași, October 2005;**
- „*A look from beyond the Prut - business tourism in Romania*”, **National Conference “Economic development realities and actions on the verge of Romania's EU integration”, Iași, October 2005;**
- „*Quality Improvement in Marketing Programs; A Step-by-Step Experience in Selecting Better Students*” –**European Marketing Association Conference, Budapest, 2007;**
- “*Strategies for Internal Competition in Higher Education*” – **SSRN, 2008;**
- „*Beyond Credibility: Scale Development for Measuring a Candidate's Profile*”, **Transformation in Business and Economics, Vol. 8, No 3(18), Supplement A, 2009, VILNIUS, LITHUANIA;**
- “*Running OER MOOC COURSES BY EUROREGION SIRET-PRUT-NISTRU USING MMODLE PLATFORM*” - **The 11th International Conference eLearning and Software for Education - Bucharest, April 23-24, 2015**

Published translations:

- **André Moreau, „Autothérapie assistée”, POLIROM Publishing House, Iași, September 1999;**
- **André Moreau, „Les clefs de l'autoterapie assistée”, OPUS CULTURAL Publishing, Onești, September 2005.**

Published books:

- “*Marketing Research – Simply studying the market*” - collaboration, **POLIROM Publishing House, Iași, January 2002;**
- “*Marketing Research - Simply studying the market*” - collaboration, **POLIROM Publishing House, Iași, December 2005;**
- “*Marketing – principles, practices, horizons*” - collaboration, **SEDCOM LIBRIS Publishing, Iași, May 2006.**

Coordinated research volumes out of Conferences:

- “*The role of Euroregion in Sustainable Development*” – **The Romanian Academy – Iasi Subsidiary, 2013-2018.**

ANNEX II: *Applicated activities – a few details*

As an individual professional or as an administrator of Eastern Marketing Insights LTD (www.eastmarketing.ro);

- **Marketing Research Projects**
 - In Romania, Republic of Moldova, Ukraine;
 - Various themes and client categories: from Business to Universities, from industrial goods to FMCG, from commercial purposes to academic ones;

- **Business plans**
 - In Romania and Republic of Moldova;
 - For business clients or state-owned companies;

- **Development strategies**
 - In Romania, Republic of Moldova, Ukraine;
 - For public administrations;
 - Regional and local level;
 - Urban or rural communities;

- **Training programs**
 - In Romania and Republic of Moldova;
 - For business clients or public administration;
 - Mainly themes from marketing and sales management;
 - Other relevant themes: IT&C, HR Management;

- **EU Grants**
 - In Romania, Republic of Moldova, Ukraine;
 - For business clients, public administration, public institutions;
 - Writing and implementation;
 - As a Beneficiary / Partner or subcontractor;
 - As project manager or team member;
 - Themes like: Cross-Border-Cooperation, applicated research, technological transfer, regional development, entrepreneurial development, HR qualification, Reconnect Diaspora, social.

