

Alexandru Voicu

I am a practitioner who divides my time between investment, entrepreneurship and risk management; I view the world as a series of systems that interact and add complexity. I like to innovate and implement new technologies where they are needed and I thrive on operational optimization of the companies I am involved in. I live by the rule „There's always a way to be better” and strive to build consensus and bring initiatives to fruition.

Experience

Certinvest, Bucharest – CEO

April 2021 - Present

I provided leadership for the company through a transition process, including changing and developing the management team by adding new positions with seniority and impact in setting and executing the strategy.

I redefined with the management team the company's mission, vision and values.

We established a culture centered on meritocracy and goal-oriented management by optimizing operational processes, reviewing procedures and regularly tracking performance indicators.

I was awarded performance awards for the funds under management, recognized by the Bucharest Stock Exchange and the Association of Fund Managers.

I developed and implemented an online sales engine

PRMIA, Global – *Manager of the PRMIA Institute*

September 2017 – March 2021

I worked with the CEO and Board of Directors to contribute to strategic projects in business development, building senior communities in the venture industry and launching PRMIA Institute, the research division of PRMIA. I have coordinated and

P: +40 745 201 648

E: alexandru.voicu@certinvest.ro

LinkedIn: <https://www.linkedin.com/in/voicualexandru/>

Skills

Financial services industry & regulation – 4/5

Financial markets history – 4.5/5

Translating complex into simple – 3.5/5

Time management – 4/5

Communication – 4/5

Resiliency – 5/5

Future focused – 4.5/5

Goal oriented – 5/5

Systems thinking – 4.5/5

Professional training

Discrete-Time Finance – Derivatives

Pricing Technische Universitat Munich

CFA – Candidate Level 3

PRM – 3/4 passed exams

written research papers for the Institute on topics such as Climate Change, COVID-19, Stress Testing, Credit Risk etc.

Counterparty Credit Risk – with Jon Gregory

Advanced Stress Testing – with Alan Laubsch

Certinvest, Bucharest – *Portfolio Manager and Manager of Risk management, Pension division*

September 2014 – September 2017

I successfully negotiated the sale purchase agreement (SPA) and coordinated the project management office (PMO) for the acquisition of AXA's operations in Romania (AXA exiting Central and Eastern Europe).

I prepared due diligence and investment analysis reports for the target companies.

I covered the Head of Risk Management for the pension fund and managed individual US equity and derivative accounts.

Foreign Languages

English – Advanced

French and German – intermediate

Romanian – Native

PRMIA, London – *Learning and Development Manager*

January 2011 – September 2014

I coordinated the global education department for PRMIA, covering PRM diploma certification and a program update process.

I have negotiated and organized training courses in London, New York, Chicago, San Francisco and Asian countries in collaboration with Ivy League schools.

I have coordinated series of events and webinars across the risk spectrum.

I built the corporate membership program from the ground up to 25 members.

Education

ICMA Center, Henley/Reading University, Reading, UK – *Master's Degree in Investment Management*

Chairman of the investment club 2009-2010

Hobbies

Golf, ski and squash.

I have lived for more than three months in London, Munich, Bucharest and Bombay. I have raised funds for three months for Meljol, an NGO for financial inclusion in Mumbai in 2009.