



Mihai-Dorin Pena

E-mail address:

ABOUT ME

Experienced manager with a solid record of activity in the information technology industry. Proficient in strategy development and implementation, management and business development. Experienced sales professional with an Executive MBA from INSEAD. CCIE Emeritus #21606.

WORK EXPERIENCE

CISCO SYSTEMS

MANAGING DIRECTOR, ROMANIA AND CIS REGION - 27/07/2020 - 10/01/2025

Responsibilities:

- Business strategy development and implementation for Romania and CIS region.
- Coordinating operations and managing local teams to achieve growth targets.
- Building and maintaining relationships with strategic clients, partners and local authorities.
- Managing P&L and optimizing the region's financial performance.
- Promoting innovation and digital transformation in the markets served.
- Ensuring compliance with the local regulations and corporate policies.

AMCHAM ROMANIA - ROMANIA

MEMBER OF THE MANAGING BOARD - 01/03/2020 - 01/03/2022

Contribution to the development of AmCham strategies and initiatives, representing the interests of the business environment. Involvement in promoting a favourable economic climate and strengthening relations between the private sector and the authorities.

CISCO SYSTEMS ROMANIA

GENERAL MANAGER, ROMANIA - 01/09/2013 - 27/07/2020

Responsibilities:

- Developing and implementing the company's growth strategy on the Romanian market.
- Managing local operations and coordinating the team to achieve business objectives.
- Strengthening relationships with strategic customers, partners and relevant authorities.
- Monitoring financial and operational performance to optimize results.
- Supporting innovation and adoption of advanced technologies among customers and partners.
- Ensuring compliance with local regulations and enforcing internal company policies.

CISCO SYSTEMS ROMANIA

ACCOUNT MANAGER - 01/09/2010 - 01/09/2013

Responsibilities:

- Managing and developing relationships with public and private sector clients.
- Identifying sales opportunities and developing new projects to expand the Cisco solutions portfolio.
- Working with internal teams and partners to deliver customized solutions.
- Achieving sales targets and contributing to business growth in the local market.

ROMTELECOM ROMANIA - ROMANIA

SALES REPRESENTATIVE - 01/01/2010 - 10/09/2010

Responsibilities:

- Identifying and attracting new customers for telecommunication services and IT&C solutions.
- Managing and developing the existing client portfolio.
- Promoting and selling solutions for telephony, internet and complex IT&C projects.
- Negotiating and concluding contracts, ensuring sales targets are met.
- Market monitoring and identifying opportunities to increase sales.

ROMTELECOM - ROMANIA

BUSINESS DEVELOPMENT MANAGER, IT&C - 01/04/2009 - 31/12/2009

Responsibilities:

- Developing the company's growth strategy in the field of complex IT&C solutions.
- Identifying and creating new business opportunities, in cooperation with clients and strategic partners.
- Promoting and selling advanced IT&C solutions, tailored to the specific needs of each client.
- Coordinating the development of the company's IT&C capabilities to support complex projects.
- Working closely with Product Management, Sales and Technology departments to develop and deliver integrated solutions.

CISCO SYSTEMS

SYSTEM ENGINEER - 01/07/2007 - 01/03/2009

Responsibilities:

- Providing technical support and pre-sales consulting for Cisco solutions, tailored to customer needs.
- Design and validation of IT&C architectures
- Supporting technical demonstrations, presentations and proof of concept (PoC) for clients.
- Assistance in implementing and optimizing Cisco solutions, ensuring performance and scalability.
- Continuing certification and professional development to maintain expertise in Cisco solutions.

NESS ROMANIA

CONSULTING ENGINEER - 04/10/2006 - 30/06/2010

Responsibilities:

- Analysing customer requirements and designing complex IT&C solutions tailored to their needs.
- Providing technical consulting and pre-sales support for integrated infrastructure, networking and security solutions.
- Working together with sales and technology teams to develop and implement customized solutions.
- Assistance in developing technical proposals, offers and demonstrations of solutions for clients.
- Testing, validation and implementation of technological solutions, ensuring compliance with customer requirements.

EDUCATION AND TRAINING

02/11 /2017 - 20/12/2018 France

EXECUTIVE MASTER IN BUSINESS ADMINISTRATION INSEAD

01/10/2001 - 15/06/2006 Romania

GRADUATE ENGINEER "Politehnica" University of Bucharest, Faculty of Automatics and Computers, Computer Department

Graduation exam average grade 10

Average grade of study years 9.19

15/09/1997 - 15/06/2001

HIGH SCHOOL - COMPUTER SCIENCE National College "I.L. Caragiale", Ploiesti, Computer Science Profile

National Olympian in Computer Science, prizes at ONI Constanta 2000 and Bacau 2001

Average grade of study years 9.41

Baccalaureate average grade 9.70

LANGUAGE SKILLS

Mother tongue(s): **ROMANIAN**

Other language(s):

ENGLISH	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
	C2	C2	C2	C2	C2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user