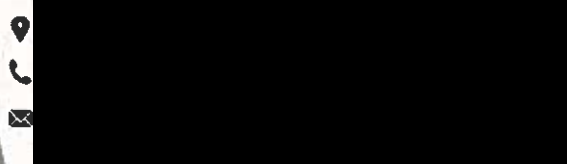


PERSONAL INFORMATION

Ciprian BOZIAN



JOB APPLIED FOR
POSITION
PREFERRED JOB
STUDIES APPLIED FOR
PERSONAL STATEMENT

Advisor

WORK EXPERIENCE

June 2018 – present

Strategic Funding Manager
UniCredit Bank, Blance Sheet Management, Bucharest, RO

- Ensuring sufficient liquidity in RON and foreign currencies for the bank through the Trading department to meet current obligations, to meet legal and internal regulations and to cover the need for customer financing (loans, bond issues, securitizations);
- Responsible for evaluating and effectively utilizing different sources of funding, including implementing funding from supranational institutions (EIB, IFC, EBRD, EIF, CEB);
- Manages the access to the local and international capital market, and also the implementation, development and management of bond issues (including collateral management); I have been involved in several successful bond issuance (last one was a senior non-preferred bond issued in March 2025);

Business or sector Banking

July 2021 – November 2021

Chair of the Supervisory Board
Conversmin S.A, Bucharest, RO

November 2017 – June 2018

Product Manager – EU Funds, National Programmes and Partnerships
BRD – GSG, Bucharest, RO

- Responsible for preparing specific corporate and SME products (for EU Funds, Guarantee Funds, EIF and EIB: SME Initiative, JEREMIE, COSME, InnovFin, MidCap Guarantee, other Financial Instruments);
- Preparing the due diligence for submitting the applications to access new portfolio guarantees from EU bodies, agreement negotiation and final implementation on bank level (definition of procedures, processes, products, staff training);
- Providing support for specific loans (EU and National Funds, State aid schemes, Norway Grants, EBRD, EIB, EIF Products, other Financial Instruments) or for guarantees from Romanian State/EU;
- Collaboration with third parties (Guarantee funds, Management Authorities, EIF, EIB, BERD) in order to improve the portfolio products or creating new products;

Business or sector Banking

March 2011 – November 2017

EU Funds Senior Product Manager (Structured Finance)
Unicredit Bank, Financing & Advisory - Corporate Investment Banking & Private Banking, Bucharest, RO

- Preparing the due diligence for submitting the applications to access new portfolio guarantees from EU bodies, agreement negotiation and final implementation on bank level (procedures, processes, products, staff training);
- Defining, implementing and monitoring credit facilities granted under different programmes for SMEs (InnovFin, JEREMIE, COSME, MidCap Guarantee, SME Initiative, other Financial Instruments);
- Responsible for preparing specific corporate and SME products (for EU Funds, Guarantee Funds, EIF and EIB: JEREMIE, COSME, InnovFin, MidCap Guarantee, SME Initiative, other Financial Instruments);
- Collaboration with third parties (Guarantee funds, Management Authorities, EIF, EIB, BERD) in order to improve the portfolio products or creating new products;
- Management of the agreements signed by the bank with international financing institutions (EIF, EIB, BERD) and national Guaranteeing funds (FNGCIMM, FGCR, EximBank) including analyzing, and negotiating the content of these agreements.

Business or sector Banking

June 2010 – March 2011

Credit Portfolio Manager

Unicredit Bank, Financing & Advisory - Corporate Investment Banking & Private Banking, Bucharest, RO

- Providing support in obtaining guarantees from Romanian State through FNGCIMM, FGCR, EximBank and Kogalniceanu Program
- Checking the conformity of the credit & guarantee contracts with the approved terms and conditions, before signing by the contractual parties;
- Checking the compliance of the justifying documents for credit disbursements with the loan's purpose;
- Setting/Checking in IT system the credit limits, the guarantees, the commitments;
- Performing monitoring activity (covenants, past dues, deferrals, CRB, Ministry of Finance);
- Providing support for the monitoring officers in the branches related to credit monitoring issues;

Business or sector Banking

May 2008 – June 2010

Credit risk manager

Unicredit Bank, Financing & Advisory - Corporate Investment Banking & Private Banking, Bucharest, RO

Business or sector Banking

November 2007 – May 2008

Loan Administrator

Libra Bank, Head Office, Loan Administration Department, Bucharest, RO

Business or sector Banking

May 2005 – Dec 2014

Business owner, Administrator

Adverito Advertising, Iasi, RO

Business or sector Advertising

November 2003 – May 2007

Real estate broker

Paralela 45 SRL, Activ Casa SRL, Real estate broker, Iasi, RO

Business or sector Real Estate

EDUCATION AND TRAINING

2004 - 2008

Economist

AI.I.Cuza University, The Faculty of Economics and Business Administration, International Business and Economics, Iasi

- Economics and International Business, Marketing, Management, Computer Science

2003 - 2007 **Economist**
Al.I.Cuza University, The Faculty of Economics and Business Administration, General Economics, Iasi

- Economics, Marketing, Management, Computer Science

1999 - 2003 **A.T.Laurian National College, Mathematics and Informatics, Botosani**

August 2012 **EU Funds Expert certificate issued by ANC/Ministry of Education**
Structural Consulting Group - Bucharest

February 2008 **Investment Broker (Broker certificate issued by CNFPA/Ministry of Education)**
Romanian Broker's Association

PERSONAL SKILLS

Mother tongue(s) **Romanian**

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1
French	B1	B1	A2	A2	B1

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user
Common European Framework of Reference for Languages

Communication skills

- Excellent communication skills
- Resourceful and goal oriented
- Constant aim to achieve high standards

Organisational / managerial skills

- Highly flexible in adapting to every working environment
- Focused on finding efficient solutions
- Teamwork competences
- Project planning
- Leadership
- Critical Thinking

Digital competence

- Office & Productivity Software
- Google Workspace
- Communication & Collaboration
- Data Analysis & Databases
- Bloomberg
- Design & Creative Tools (Photoshop/Lightroom)

Driving licence **B Category (from 2002) / A Category (from 2019)**



CIPRIAN BOZIAN

PROFILE

- 22+ years work experience;
- **18+ years of banking experience** with more than 12 years in Financial instruments (including instruments from EU Funds);
- **Part of the project team that implemented first EU Funds Instruments in Romania** (JEREMIE, RoSeff, SME Initiative, COSME etc);
- Part of the project teams that completed several successful senior non-preferred / senior unsecured bond placements (first corporate bond issuance of an IFN in Romania (issuer: UniCredit Leasing Corporation / corporate bonds listed on Luxembourg Stock Exchange);
- Experience of working in a customer orientated environment;

CONTACT

PROFESSIONAL EXPERIENCE

June 2018 – present

UniCredit Bank, ALM&Funding, Strategic Funding Manager, Bucharest, RO

- Ensuring sufficient liquidity in RON and foreign currencies for the bank through the Trading department to meet current obligations, to meet legal and internal regulations and to cover the need for customer financing (loans, bond issues, securitizations);
- Responsible for evaluating and effectively utilizing different sources of funding, including implementing funding from supranational institutions (EIB, IFC, EBRD, EIF, CEB);
- Manages the access to the local and international capital market, and also the implementation, development and management of bond issues (including collateral management); I have been involved in several successful bond issuance (last one was a senior non-preferred bond issued in March 2025);

July 2021 – November 2021

Conversmin S.A, Chair of the Supervisory Board, Bucharest, RO

November 2017 – June 2018

BRD – GSG, Product Manager – EU Funds, National Programmes and Partnerships, Bucharest, RO

- Responsible for preparing specific corporate and SME products (for EU Funds, Guarantee Funds, EIF and EIB: SME Initiative, JEREMIE, COSME, InnovFin, MidCap Guarantee, other Financial Instruments);
- Preparing the due diligence for submitting the applications to access new portfolio guarantees from EU bodies, agreement negotiation and final implementation on bank level (definition of procedures, processes, products, staff training);
- Providing support for specific loans (EU and National Funds, State aid schemes, Norway Grants, EBRD, EIB, EIF Products, other Financial Instruments) or for guarantees from Romanian State/EU;
- Collaboration with third parties (Guarantee funds, Management Authorities, EIF, EIB, BERD) in order to improve the portfolio products or creating new products;

LANGUAGE SKILLS

English	★★★★★
French	★★

COMPUTER

Office & Productivity Software	★★★★★
Google Workspace	★★★★★
Communication & Collaboration	★★★★★
Data Analysis & Databases	★★★★
Bloomberg	★★
Design & Creative Tools (Photoshop/Lightroom)	★★★

SOFT SKILLS

- Highly flexible in adapting to every working environment
- Focused on finding efficient solutions
- Teamwork competences
- Project planning
- Leadership
- Critical Thinking

March 2011 – November 2017

UniCredit Bank, EU Funds Senior Product Manager (Structured Finance) - Financing & Advisory - ClB, Bucharest, RO

- Preparing the due diligence for submitting the applications to access new portfolio guarantees from EU bodies, agreement negotiation and final implementation on bank level (procedures, processes, products, staff training);
- Defining, implementing and monitoring credit facilities granted under different programmes for SMEs (InnovFin, JEREMIE, COSME, MidCap Guarantee, SME Initiative, other Financial Instruments);
- Responsible for preparing specific corporate and SME products (for EU Funds, Guarantee Funds, EIF and EIB: JEREMIE, COSME, InnovFin, MidCap Guarantee, SME Initiative, other Financial Instruments);
- Collaboration with third parties (Guarantee funds, Management Authorities, EIF, EIB, BERD) in order to improve the portfolio products or creating new products;
- Management of the agreements signed by the bank with international financing institutions (EIF, EIB, BERD) and national Guaranteeing funds (FNGCIMM, FGCR, EximBank) including analyzing, and negotiating the content of these agreements.

June 2010 – March 2011

UniCredit Bank, Credit Portfolio Manager, Retail, Bucharest, RO

May 2008 – June 2010

UniCredit Bank, Credit risk Manager, Credit Risk (Real Estate), Bucharest, RO

November 2007 – May 2008

Libra Bank, Loan Administrator, Loan Administration, Bucharest, RO

May 2005 – Dec 2014

Adverito Advertising, Business owner, Administrator, Botosani, RO

November 2003 – May 2007

Paralela 45 SRL, Activ Casa SRL, Real estate broker, Iasi, RO

EDUCATION

2003 - 2008

"Alexandru Ioan Cuza" University, Iasi

BSc in Economics and International Business (maximum degree 10/10);

2003 - 2007

"Alexandru Ioan Cuza" University, Iasi

BSc in General Economics (maximum degree 10/10);

Other professional trainings:

October 2012

EU Funds Expert certificate issued by ANC/Ministry of Education
Structural Consulting Group – Bucharest

September 2008

Investment Broker (Broker certificate issued by CNFPA/Ministry of Education)

Romanian Broker's Association - Bucharest



MINISTERUL ECONOMIEI, DIGITALIZĂRII,
ANTREPRENORIATULUI ȘI TURISMULUI

CIF: 24931499, Cal. Victoriei, nr. 152, Sector 1, București
Tel: +40(0)372.492.630, e-mail: registratură@economie.gov.ro,
<https://economie.gov.ro/>

Nr. de înregistrare: 331059

Data înregistrării: 02.04.2026

ADEVERINȚĂ

Prin prezenta se atestă că domnul BOZIAN Ciprian, [REDACTED], legitimat cu C.I. nr. [REDACTED], cu domiciliul în [REDACTED], este angajat la Ministerul Economiei, Digitalizării, Antreprenoriatului și Turismului, în funcția contractuală de consilier în cadrul cabinetului ministrului economiei, digitalizării, antreprenoriatului și turismului.

DIRECȚIA REȘURSE UMANE





UNICREDIT BANK S.A.

Adresa: Bucuresti, Bld. Expozitiei, Nr. 1F, Sector 1

Nr. de inregistrare la Registrul Comertului: J1991007706408

Cod Fiscal: RO361536

Nr. 1/23.03.2026

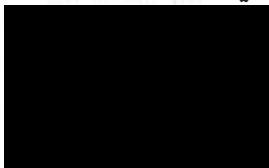
ADEVERINTA

Prin prezenta certificam faptul ca domnul **Ciprian Bozian** , are calitatea de angajat UniCredit Bank SA de la data de **11.06.2018** in baza contractului individual de munca numarul **344** /data **05.06.2018** contract incheiat pe durata **nedeterminata**, avand functia de **Senior Balance Sheet Manager** (conform clasificarii ocupatiilor din Romania **EXPERT FINANCIAR-BANCAR**, cod COR: **241204**).

Prezenta adeverinta se elibereaza domnului **Ciprian Bozian** pentru a-i folosi la **solicitarea angajatului**.

Sef Departament Servicii Resurse Umane
si Dialog Social

Ioana Camelia Lupascu



Coordonator Administrare Angajati

Monica Bujor

