

# Curriculum vitae



## Personal Information

First/Last name **Zoltan Janosi-Rancz**  
Address str. Transilvania nr. 40 ap. 14, Targu Mures, Romania  
Phone  
Mobile phone +40-(0)744-252614  
Email janrancz@yahoo.com  
Birth date 14-06-1981  
Sex Male

## Work experience

Work experience **5-10 years**  
Experience by domains **IT Hardware - 3 years**  
**Advertising/PR - 2 years**  
**Internet/New Media - 2 years**  
Management experience **Yes**

Job **CEO**  
Period 2006-01 <> present  
Name and address of the employer ID System, Targu Mures  
Department IT Hardware  
Job description The company has less than 10 employees.  
ID System is company who offers automatic identification solutions to businesses located in Romania: product identification with barcodes, warehouse management solutions based on barcode or RFID labels, magnetic and barcode cards, thin client terminals

Responsibilities, Achievements  
- Represent the company in relationship with local authorities  
- Manage critical/key customer relationship  
- Implement sales programs (local and national)  
- Ensure effective deployment of the company's retail model  
- Continuously improve operational workflows

Job **Project Manager & Sales Manager**  
Period 2003-02 <> 2006-01  
Name and address of the employer Minos SRL, Targu Mures, Romania  
Department Internet/New Media  
Job description The company has 25-50 employees.  
advertising agency

Responsibilities, Achievements  
- Sales programs implementation  
- Manage customer relationship  
- Ensure proper communication and operational flows between the employees participating at the projects  
- Ensure effective deployment of the company's retail model  
- Continuously improve operational workflows  
- Effectively manage the team and its performance.

**References, Other observations**  
Project1: www.muresonline.ro - web directory for Mures county  
Project2: Zile si Nopti - free time magazine for Mures county

## Education and training

Obtained diploma	<b>MBA</b>
Period	2003 - 2005
Institution	Petru Maior University
City	Targu Mures
Major	Management and business administration
Description (specialization)	Master of Business Administration - 2 years Fields of interest: management, marketing, finances
Obtained diploma	<b>University (graduate)</b>
Period	1999 - 2003
Institution	Petru Maior University
City	Targu Mures
Major	Management and business administration
Description (specialization)	Business administration - 4 years Fields of interest: management, marketing, finance

## Personal skills and competences

Foreign Languages	English - Advanced; French - Medium; Italian - Beginner; Hungarian - Advanced;
Driving license	Yes
Skills	Good communication skills Signifiant project based work experience Punctual, serious, adaptive to new situations Very good PC skills: MS Office, internet and e-mailers, programming and design skills (C++, Pascal,HTML, Corel Draw, Dreamweaver)
Other activities	<b>Prizes</b> 1'st prize: Bank Management International Contest, Hungary 2002  2'nd prize: Political Economy Contest, Mures county, 1998  1'st prize: Management and Economic Simulation Excercise, Macedonia 1998  <b>Prizes</b> Scholarship at University of Economic and Administrative Studies of Budapest, Hungary, 3 months  <b>Hobbies</b> Computers/Internet, Tourism/Excursions, Sports