

Mihai Dinsoreanu

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- **Personal Data** Born on the 10th of March, 1969
Living in Cluj Napoca, Romania

 - **Education**
 - MSc. in join European Tempus Program in Computer Science at Technical University Cluj-Napoca, Faculty Computer Science and Coventry University, UK.
 - Faculty of Automation and Computer Science, Department of Computer Science, Technical University, Cluj-Napoca.
 - Graduated Mathematics and Physics high-school, Informatics department, in Cluj-Napoca, Romania

 - **Trainings**
 - Certified Scrum Master, Scum Alliance
 - Learning Tree project management courses:
 - Developing Effective Software Estimation Techniques
 - Project Management: Skills for Success
 - Advanced Leadership (Affektor, Sweden)
 - Business Intelligence and Data Mining (Rafal Lukawiecki, UK)
 - Advanced Business Intelligence (Ciprian Jichici, RO)
 - Designing and building BI solutions using MS SQL Server 2005 (Data Warehousing, OLAP, Data Mining)

 - **Career Summary** More than 15 years of experience of working in international companies (EU and US) in technical and management positions. Relevant experience in the last current and previous company and parallel teaching experience includes:

iQuest Technologies 2004 – present
 - **Technology Area Manager** – responsible for leading the .NET technologies practice.
 - Defined and implemented the department strategy
 - Managed the MS technologies department (50 people) against agreed budget and KPIs
 - Planning and implementation of department skills roadmap to align people skills to technology trends and maintain competitively (trainings, projects, conferences)
 - Career management for the Project Managers and Senior Developers
 - Project portfolio management
 - Operative engagement management in high risk and high profile projects
 - Management of geographically distributed teams and projects
 - Basic account management for large accounts
 - **Project Manager** responsible with leading software development projects in outsourcing industry. Worked in multinational companies on software projects summarizing over 5 million EUR for:
 - Outsourcing Projects
 - Custom build applications
 - End-to-End Business Solution Development and Implementations
 - Analysis and design for large business solutions (telecom)
 - Lead the team that developed the company software development methodology (involved operatively in the development of Requirements and Project Management discipline and in the development of the process structure)
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- Designed and managed the soft skills training program

Technical University of Cluj Napoca 2006 – present

- **Part time teacher**
 - Designed and taught the Project Management course for undergraduate students (PMI, Plan Driven, Agile Methodologies)
 - Designed and taught the Advanced Project Management course for post graduate (Master) students
 - Partially designed and taught the Business Intelligence course for post graduate (Master) students

Nivis Romania 1999 - 2004

- **Software Development Manager** – responsible for leading the software development efforts in the company
 - Managed geographically distributed teams
 - Responsible for the implementation of the strategy for business development in Romania
 - Lead the product development program for local and international products and projects (over 10mil budget)
- **Software Architect** – involved in the design of distributed applications and with strong skills in database design and development. Worked at multinational companies and on site at American clients. Specialized in the A&D of:
 - Financial Information Systems for Banking and Financial Institutions
 - Financial and Management Information Systems for Medium and Large Enterprises
 - Multimedia Entertainment Network
 - SCADA and Remote Data Acquisitions Systems based on distributed computing
 - Back-End reusable libraries and database development
 - Worked un US on several projects as Solution Analyst and Technical Architect

■ **Team and Soft Skills**

- Career-committed, highly motivated
- Very good communication skills and stress-handling ability
- Comfortable with working abroad.

■ **Technical Skills**

Qualifications include

- Manage multiple tasks and projects simultaneously
- Ability to manage projects portfolios
- Team player and team(s) leader
- Solid track record of successful projects, delivered on time and within budget
- Broad, in-depth knowledge of agile development methodologies, both local and distributed over large international teams (SCRUM, Distributed SCRUM, MSF for Agile)
- Broad, in-depth knowledge of plan driven (iterative and incremental) Software Development Methodologies (RUP, MSF for CMMI, Microsoft Sure Step)
- Broad, in-depth knowledge of Requirements, Analysis and Design and Project Management discipline

Tools & Technologies:

- Experience with analysis and design of data warehouse (both Oracle and MS SQL platform) for large telecom companies
 - Very good knowledge of UML
 - Very good knowledge of Microsoft Project, Microsoft Project Server, Microsoft Team
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Foundation Server, Microsoft Dynamics CRM

- Very good knowledge of CASE tools: Rational Rose, MS Visio, EA Enterprise Architect
 - Experience with Microsoft tools and technologies for more than 14 years in various projects for European and American companies
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■ **Selected Projects**

- **SmartHome** – platform for remote control and monitoring of home appliances. Can be installed without previous technical knowledge and with minimum time expenditure. An in-house wireless network connects household appliances of choice with the RWE SmartHome central control unit. Management and control is available from desktop and mobile devices. Appliances range from heating systems to lighting and simulation of presence during vacations.
 - **MDMS** – Document and Information Management System designed to manage all information flows inside large organizations with hundreds of geographically distributed offices. Implemented to the Romanian Ministry of Foreign Affairs.
 - **ZAR** – Analysis and Design of a telecom system responsible for number porting across telecom operators and interfacing with the German national telephone routing system.
 - **MIM** – Architected and lead the development of integrated multimedia messaging platform allowing users to interact regardless of the type of protocol their terminal implemented.
 - **uniBank** – Financial Information System for banks backend accountancy and modules for other kind of financial institutions (leasing, credit) with multiple geographically distributed offices. Capable of operating securely with large amounts of complex financial data.
 - **Distributed Monitoring Framework** – Distributed platform for remote monitoring. Architecture designed for scalability and resistance to partial failures. Applications ranged from monitoring water parameters quality monitoring to monitoring process parameters in chemical plants.
 - **Pinnacle Multimedia Centre** – Integrated TV and Multimedia player. The application, developed for a lead supplier of TV Tuners hardware, is intended to be a single entry for both playing and managing FM radio and TV channels, Internet Radio channels and all types of media files, from DVD and VCD to mp3.
 - **GreenLeaf** – Multimedia entertainment network, development and implementation of a distributed system that intermediates the dissemination of multimedia files from the producer to the consumer as well as the consumer STB.
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■ **Language Skills**

- Romanian – very good
 - English – very good
 - German, French – Average
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