



MARINESCU Mihai

CURRENT POSITION: Associate Lecturer

AFFILIATION/DEPARTMENT: Department of Business Administration in foreign languages (UNESCO chair)

ORCID RESEARCHER ID:

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PROFILE

Mihai Marinescu is an experienced business transformation executive, with a track record in both operations management as well as project, programme and portfolio management. His experience resides both in process design / methodology implementation as well as practical management of large cross functional programmes, mainly in the Financial Services and Professional Services industry.

As an Associate Professor at the Bucharest University of Economic Studies, Mihai is shaping the new generations to think proactively about the risks related to transforming a business as well as the cost and benefits associated to such an endeavour. Using practical examples from the constant changing business landscape, he is breaking down complex theoretical concepts into manageable activities.



EDUCATION

Habilitation	-
Post-Doc	-
PhD (Doctorate)	-
Master	-
Bachelor	2003 – Bachelor in Business Administration, Faculty of Economic Studies in Foreign Languages (English), Bucharest Academy of Economic Studies (ASE), Romania

PROFESSIONAL TRAINING

2012 – AMPG Managing Successful Programmes Practitioner – international program management certification

2014 – BARCLAYS AGILE – Foundation and Programme Management modules

ACADEMIC EXPERIENCE

2019 – Present – Associate Professor, Faculty of Business Administration in Foreign Languages, Bucharest University of Economic Studies, Romania

Courses taught:

- Digital Business Transformation (Master in Business Administration, FABIZ)
- Change management (Master in Business Administration, FABIZ)

OTHER RELEVANT PROFESSIONAL EXPERIENCE

2020 – present – Business Transformation Director, EY Romania, Bucharest, Romania www.ey.com

Main responsibilities:

- Redesign of back office processes with a goal to automate, standardize and nearshore activities
- Mobilization and monitoring of internal investments and sales-related initiatives together with leadership
- Annual planning coordination including strategic planning and market research coordination
- Programme manager on strategic cross-departmental initiatives
- Implementation of cost control mechanisms related to indirect expenses

2018 – 2020 – Senior Manager, Financial Services Advisory, EY Romania, Bucharest, Romania www.ey.com

Main responsibilities:

- Integration / migration projects between two banks active on the Romanian market



- Regulatory projects related to EU Markets in Financial Instruments Directive (MiFID II) with several banks active in Romania
- IFRS17 accounting standards implementation for the Romanian unit of one of the top Global insurers
- Regulatory updates to the Executive Committees of 4 of the Top 10 banks in Romania
- Jointly led an internal innovation initiative at EY Romania aiming to develop new digital solutions under the umbrella of the EY Wavespace concept
- Business development including solution design for various topics in the financial services space

2013 - 2018 - Vice President, Global Regulatory Change, Barclays Investment Bank, London, United Kingdom <https://home.barclays>

Main responsibilities:

- CSDR – implementing compliance with various provisions of the ESMA CSD-Regulation
- Spanish Market Reform – implemented cross functional changes related to the introduction of CCP Clearing in the Spanish Equities market
- Target2 Securities (T2S) – implementing internal process and technology changes related to the rollout across European CSDs of the Target2 Securities settlement platform
- Global various agent / custodian migration and settlement timing changes
- Providing delivery oversight on regulatory deliverables and representing the programme steering committee on several major projects, mainly in the collateral management space
- Managing the annual planning and budgeting processes and quarterly reforecasts
- Creation and maintenance of programme change processes and governance model

2011 - 2013 - Business Transformation Portfolio Manager, Group Strategic Initiatives, Lloyds Banking Group, London, United Kingdom <https://www.lloydsbank.com>

Main responsibilities:

- Monitored, controlled and supported programmes aligned to the Group Strategic Initiative within Commercial Banking, focus on business case creation, delivery monitoring, benefits realisation
- Coordinated a Lean Six-Sigma project across the business transformation function with the aim of improving efficiency and reducing waste, with the help of external consultants (McKinsey)
- Managed the strategic initiative status reporting process for key stakeholders (Division COO, MDs, Group)
- Implemented a delivery framework within the division to highlight blockers and manage dependencies
- Developed, rolled out and maintained change management standards and policies for Wholesale Markets, Treasury and Trading

2008 - 2011 - Principal Consultant / Account manager North East Region, Program Planning Professionals Inc, New York, United States of America <https://www.migso-pcubed.com>

Engagement lead and business development for major clients in oil & gas industry (Chevron, Shell), healthcare (Blue Cross Blue Shield of Florida) and technology (Microsoft)



Managed the delivery team for the implementation of an enterprise solution for annual portfolio planning across the Investment Banking IT organisation within Bank of America

Lead the change management initiative around project definition, governance and execution at UNICEF with a focus on standardizing project management methodology across IT

Managed the client relationship and delivery team for the implementation of an enterprise project portfolio management solution at the Investment Banking Operations division within Deutsche Bank

Global responsibility around development of Pcube's Portfolio Management practice and service offering, including Portfolio Prioritisation and Optimisation, Portfolio Delivery and Benefits Realisation

2005 - 2006 - Consultant, United Management Technologies (acquired by EY), New York, United States of America www.ey.com

Main responsibilities:

- Design and implementation of project portfolio management processes and the UMT PPM software at the Federal Home Loan Mortgage Corp. (Freddie Mac), with the focus on portfolio delivery tracking / reporting and yearly planning cycle
- Implementation of PPM software and processes at Wachovia Bank (CIB division) - focus on strategic alignment for the annual planning cycle
- Software and methodology expert providing technical support and advice to clients and client implementation teams on Project and Application Portfolio Management

2002 - 2004 - QA Manager / Product Analyst, United Management Technologies (acquired by EY), Bucharest, Romania www.ey.com

Main responsibilities:

- Responsible for defining requirements to enhance the functionality and usability of the UMT software
- Responsible for planning and scheduling testing tasks during the development of new applications
- Responsible for the QA team, including development of activity and performance management

PROFESSIONAL ASSOCIATIONS AND MEMBERSHIPS

December 2019 - present: Board Director, British Romanian Chamber of Commerce (BRCC)

INDUSTRY AND SOCIETAL ENGAGEMENT

2018 - 2025 - Volunteer on various EY Romania CSR initiatives

LANGUAGES

English - Proficient

Spanish - Intermediate

French - Intermediate



SKILLS

- Operations Management** - analysis of operational processes for improvement and simplification
- Technical Skills** - proficient in software design and systems integration
- Program Management** - expert in succesful programme delivery, both Agile and SDLC
- Business Transformation** - analysis of business results for improvement of key performance indicators
- Stakeholder Management** - experienced in organizing and running meetings at Executive Board level
- Post Acquisition Integration** - developing integration plan and migration run-books
- Analytical Thinking** - reviewing benefits vs risks in any important business decision
- Strategic Alignment and Prioritization** - enterprise planning including financial and strategic aspects
- Developing High Performing Teams** - instilling a high performance culture and managing team relationships