



## CONTACT

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 Yes - B

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## SKILLS

- Project Management - Waterfall PRINCE2 and Agile Scrum Master Certified
- PMO / PMP Certified from PMI
- Generative AI
- Customer Engagement
- Digital Sales – Digital Marketing
- Digital Campaign Design & Content
- Salesforce CRM - User and Admin
- CLM and CPQ platforms
- Bid / Tender Management
- RfP response presentations
- Vendors & business support
- Kanban - Jira - Confluence - Azure DevOps
- Microsoft Project - Visio - PowerPoint Office 365
- Reporting – Power BI
- Cross-functional Team Lead
- Attention to detail / multiple projects in parallel
- Excellent presentation, organization and tracking skills

## PERSONAL DETAILS

**Date of Birth:** 01.07.1986

**Nationality:** Romania

# Andra Mironescu- PMP

## PROFESSIONAL EXPERIENCE

-> **Digital Delivery Project Manager:** 14 years of experience in Health and Life Sciences (Pharma and MedTech), in both industry and consulting roles, implementing CRM, contract management and CPQ platforms to automate and increase efficiency for medical sales, marketing and back-office teams. Accountable for project deliverables and budget throughout the entire process from plan to define, build, test and deployment. Experienced in both Waterfall and Agile (Scrum) methodologies. Cross-functional team leader (onshore and offshore). Main point of contact towards the client. Improvements in commercial strategy, digital & technology and operations.

-> **Customer Success Manager (CSM):** align the Global Digital Project Strategy with the client / affiliate objectives, taking into account their individual challenges, ensuring customer service, success and retention.

-> **Digital Business Analyst:** detailed hands-on work into all aspects of software deployment processes: organize country kick-offs, requirement collection workshops, writing user requirements specifications, planning test strategy and writing test cases, organize UAT (User Acceptance Testing), support Go-live processes, hyper-care, user adoption workshops and continuous user support. Collaboration with the global team on tool improvement initiatives.

-> **Bid/RfP/Tender management:** searching for suitable tenders, preparing the tender package, including financial offer with prior profitability calculation, contract management, consulting activities such as setting up tender processes. RfP preparation and presentations.

## ACCOMPLISHMENTS

- Delivered 10 Digital Transformation Projects in Europe, Middle East and LATAM.
- Directed a change management client process, switching from waterfall to agile methodology, improving project sprint efficiency with 50%.
- Implemented digital floor pricing for Tenders across 18 European markets, within a CPQ system.

## EDUCATION

**Master in Banks and Monetary Policies** – Academy of Economic Studies (A.S.E) Bucharest, Romania: 2008 - 2010

**Bachelor in Economic Studies** – Academy of Economic Studies (A.S.E), Bucharest, Romania: 2005 - 2008

## WORK HISTORY

**IT CONSULTANT**

05/2024 - Present

**Mironescu Consulting** – Dubai, UAE

## LANGUAGES

### English

Fluent

Cambridge Advanced

### French

Advanced

### Romanian

Native

- PMP Certification (Project Management Professional) from PMI
- Scrum Master Certification
- AI for Project Managers: Overview, Data Landscape, Prompt Engineering
- See my capabilities here: <https://mironescu-consulting.com/>

#### SENIOR CONSULTANT

11/2018 - 01/2023

**IQVIA** - St-Prex, Switzerland

- Digital Project Manager to implement OCE, an IQVIA-Salesforce app for medical sales and marketing teams.
- Accountable for project deliverables, managing budgets and resources (incl offshore), identifying and managing risks, regular updates to stakeholders.
- Digital Project Manager to implement Conga, a contract management tool for back-office teams.
- Tender management analyses to optimize bid processes and know-how.
- RfP preparation and presentations to clients.

#### BUSINESS ANALYST EMEA

10/2014 - 11/2018

**Roche Diagnostics** - Almere, The Netherlands

- Combined role of Business Analyst and Project Manager to implement GDC, a Roche app, for tenders and offers in EMEA.
- Digital strategy, change management, communication with affiliates and developers, support with tool adoption.
- Define and design test plans, test cases, perform user trainings, support upgrades.
- HPSM and ServiceNow for requests and incidents
- Quality / Compliance GxP documentation on projects and system upgrades using PMM procedure, DiaDoc and HPALM

#### BID/TENDER COORDINATOR

07/2013 - 10/2014

**Roche Diagnostics** - Bucharest, Romania

- Manage a team of tender specialists, ensuring all suitable tenders are found and applied for, while respecting internal price policies and tender authority requirements.
- Cross-department communication / tender tool management.

#### BID/TENDER SPECIALIST

04/2012 - 07/2013

**Roche Diagnostics** - Bucharest, Romania

- Identify, prepare and send tender offers to local tender authorities, including financial, technical and regulatory documentation.
- Cross-functional collaboration with finance, sales and marketing.
- Contract management, order execution follow-up.

#### BID/TENDER ASSISTANT

06/2009 - 04/2012

**Roche Diagnostics** - Bucharest, Romania

- Identify, prepare and send tender offers to local tender authorities.
- Prepare financial offerings together with finance and sales.
- Admin tasks such as organizing events, doctors' sponsorships etc.