

PERSONAL INFORMATION

CRISTIAN TEODOR NEGRUTIU



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🌐 <https://www.linkedin.com/in/cristian-negrutiu>

Sex M | Date of birth 17/12/1974 | Nationality Romanian

WORK EXPERIENCE

Feb 2018 – Present

Founding Partner

Sparking Capital, www.sparkingcapital.com

Sparking Capital is a hands-on, value added micro-VC fund backing entrepreneurs with a powerful vision, passion, courage and excellence in the execution of their plans. The current portfolio includes a diverse range of tech start-ups, from different verticals and backgrounds.

Sep 2010 – Apr 2019

Logistics Country Manager

DSV Solutions, www.dsv.com/ro

- Board member
- Leader of Logistics Division; Full P&L responsibility
- Business development and customer service
- Operations and human resources management, including third party providers
- Steering of strategic projects (ex. new sites, IT developments, improvement projects, major acquisitions);
- Represents company in front of media

Mar 2008 – Sep 2010

Logistics Manager

Cadbury Romania

- Board member
- Manage Logistics function
- Manage Customer Service; full ownership of Order to Cash process;
- Business Logistics, i.e. working closely with the customers to assure optimum service

EDUCATION AND TRAINING

2019 – 2022

PhD Student, Business Administration

Bucharest University of Economic Studies, Romania

2007 – 2009

Master of Business Administration (MBA)

University of Sheffield, UK

2002 – 2005

Professional Diploma in Management

Open University, UK

1995 – 1999

Legal Counsel

Faculty of Law, University of Bucharest, Romania

1993 – 1997

Economist

Faculty of Management, Bucharest University of Economic Studies, Romania

PERSONAL SKILLS

Mother tongue(s) Romanian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
French	A2	A2	A1	A1	A2

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

Communication skills

- Board level communication
- Academic English

Organisational / managerial skills

- Leadership skills – managed a team of 400 people

Digital skills

- Very good command of office suites (word processor, spread sheet, presentation software)
- Good command of SAP
- Good understanding of systems integration and software project management

Driving licence

B, since 1994

ADDITIONAL INFORMATION

- Active member of Romanian Business Angels and Venture Capital community – involved in pitch events, jury member, mentor and adviser
- Associate Lecturer at Bucharest University of Economic Studies – teaching at Bachelor/Master level

PUBLISHED PAPERS

- Negrutiu, C.; Vasiliu, C.; Enache, C. (2020) - Sustainable Entrepreneurship In The Transport And Retail Supply Chain Sector, Journal of Risk and Financial Management, vol. 13, nr. 11, pg. 267-281, ISSN 1911-8074, <https://www.mdpi.com/journal/jrfm>
- Felea, M., Bucur, M., Negruțiu, C., Nițu, M. and Stoica, D.A., (2021) - Adoptarea Tehnologiei Purtabile În Rândul Studenților Români: Un Model Structural Bazat Pe Tam, Amfiteatru Economic, vol. 23, nr. 57, pg. 376-391, ISSN 1582-9146, https://www.amfiteatruconomic.ro/Home_RO.aspx
- Negrutiu, C. (2021) - Major Trends And New Business Models In Supply Chain And Entrepreneurship After The Covid-19 Crisis., Studia Universitatis Vasile Goldiș Arad, Seria Științe Economice, vol. 31, nr. 1, pg. 84-96, ISSN 2285-3065, <https://publicatii.uvvg.ro/index.php/studiaeconomia>
- Negrutiu, C., Tăchiciu, L., Vasiliu, C. 2019. Early Stage Financiers in Romania in BASIQ International Conference: New Trends in Sustainable Business and Consumption - 2019, edited by Rodica Pamfilie, Vasile Dinu, Laurențiu Tăchiciu, Doru Pleșea, Cristinel Vasiliu, Proceedings of BASIQ Vol. 01 pp. 530-536
- Negruțiu, C., Onea, A., and Bădescu, R. (2020). Innovation trends in Romanian logistics providers industry. Proceedings of the International Conference on Business Excellence 14, 1, 807-818, Available From: Sciendo <https://doi.org/10.2478/picbe-2020-0077>
- Negrutiu, C., Dinu, V., Vasiliu, C. and Bădescu, R., 2020. Sharing Economy and Entrepreneurship: A Case Study from Romania. In: R. Pamfilie, V. Dinu, L. Tăchiciu, D. Pleșea, C. Vasiliu eds. 6th BASIQ

International Conference on New Trends in Sustainable Business and Consumption. Messina, Italy, 4-6 June 2020. Bucharest: ASE, pp. 291-297

- Pelău, C., Bădescu, R. and Negruțiu, C., 2020. A Neuroscientific Approach on the Impact of Information Overload on Consumers' Attention. In: R. Pamfilie, V. Dinu, L. Tăchiciu, D. Pleșea, C. Vasiliu eds. 6th BASIQ International Conference on New Trends in Sustainable Business and Consumption. Messina, Italy, 4-6 June 2020. Bucharest: ASE, pp. 723-729
- Negruțiu C., Aboura E., Vasiliu C., Tziner C. (2020) - Supply Chain Strategy In The Context Of Logistics Outsourcing, International Conference on Economics and Social Sciences , ICESS 2020, 10/15/2020, București, România, Proceedings of the International Conference on Economics and Social Sciences, pg. 46-55, ISSN , ISBN 978-606-34-0347-7
- Aboura E, Negruțiu C., Sârbu R., Bucur M. (2020) - Logistics Outsourcing And Service Providers – A Critical Review, International Conference on Economics and Social Sciences , ICESS 2020, 10/15/2020, București, România, Proceedings of the International Conference on Economics and Social Sciences , pg. 61-69, ISSN , ISBN 978-606-34-0347-7