



# Barbu Octavian

📍 Bucharest, Romania

## Profile

Experienced restructuring and insolvency professional with proven skills within distress business, in court and out of court proceedings and transactions.

Insolvency practitioner and member of TMA (Turnaround Management Association International) with deep understanding of local environment and stakeholders.

High business development skills with strong understanding of B2B sales process, consumer emotions and decisional matrix.

## Employment History

### Managing Partner, Cordial Consulting

September 2017 — January 2021

Offering tailor made solutions and transaction schemes for various companies such as: turnaround management, debt restructuring, asset deals, debts to equity swaps, business transfers.

Acting as an insolvency advisor for both creditors and debtors.

Providing corporate NPL portfolio assessment for potential buyers.

### Business Development Manager, CITR - Impetum Group

January 2014 — July 2017

Market monitoring and analysis in order to identify trends and patterns.

Budgeting and implementing strategies for reaching new business goals.

Commercially coordinating all the teams and resources of the company, supervising all price offers, recruiting all new business channels and collaborators.

Representing the company in relation with prospects, media, stakeholders, acting as speaker in various conferences and events.

### Deputy Area Manager, CITR - Impetum Group

December 2012 — January 2014

Managing teams in the eastern half of the country for best results and best practice in large corporate insolvency procedures.

Providing continuous training to the teams in terms of legal and commercial behavior.

Developing new relations with relevant stakeholders in the assigned area, such as financial creditors, lawyers, authorities, media.

### Deputy Head - Corporate Responsible, BRD Groupe Societe Generale - Workout & Restructuring

May 2011 — February 2012

Redefining and implementing the entire normative framework and defining the workflow within the Corporate Workout & Restructuring department.

Refreshing and restructuring the team, actively participating in recruiting and hiring process, providing continuous training and mentoring.

## Details

Bucharest  
Romania

Nationality  
Romanian

Driving license  
Clean driving license A and B categories

Date / Place of birth  
July 1984  
Bucarest, Romania

## Links

Member of National Union of Insolvency Practitioners

Member of TMA International

## Skills

Advanced Interpersonal  
Communication Skills

/// Analytical Thinking Skills

/// Complex Problem Solving

/// Effective Team Leader

/// Empathic

/// Communication and  
Negotiation

## Languages

/// English

/// German

/// French

## Hobbies

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Managing an NPL portfolio of over 1,5 BnEUR within restructuring, forced execution or insolvency stages.

Involved in various reorganization plans and transactions in and out-of-court as well.

**Workout & Restructuring Counselor - Large Corporate, BRD Groupe Societe Generale - Workout & Restructuring**

*March 2010 — May 2011*

Direct involvement in negotiations with debtors, third parties, insolvency procedures, enforcement procedures, auditors, investors, legal & financial

advisers, in order to improve the bank's position and implement solutions that ensure an appropriate risk return within the assigned portfolio.

Use the internal approval competence given in order to improve the portfolio strategy & maximize the bank recoveries.

**Branch Manager, Romanian International Bank**

*August 2007 — November 2009*

Monitor the branches budgets and permanent adjustment of the model in order to increase the client portfolio and business development.

Participate in employee recruitment and provide the conditions for their training and development in order to ensure a high level of quality service to bank customers,

Participate actively in business meetings with important corporate clients.

## **Education**

**Law School, Romanian-American University, Bucharest**

*September 2009 — June 2013*

**Master Degree in Financial Controlling, Romanian-American University, Bucharest**

*September 2007 — June 2009*

**Economics, Romanian-American University, Bucharest**

*September 2003 — June 2007*

## **Courses**

**BOSS - Blue Ocean Strategy Simulation, STRATX**

*March 2017 — March 2017*

**The Elite Negotiator, Professor Eugeniu D. Mihai**

*March 2016 — April 2016*

**Markstrat Program, STRATX**

*January 2016 — January 2016*

**Intensive Insolvency Course, National Institute for Insolvency Practitioners**

*March 2015 — March 2015*

Various trainings for developing soft skills and managerial skills such as:  
Time Management, Project Management, Types of Communication, Financial Analysis

*January 2010 — January 2021*

Sailing  
Electronics  
Fishing