

# Curriculum vitae

## PERSONAL INFORMATION

Andrei Constantin Neagu



## WORK EXPERIENCE

1 Oct 2017–Present

### Teaching Assistant

Universitatea Transilvania din Braşov , (Romania)

1 Oct 2017–Present

### Managing Director

StartIn, Braşov , (Romania)

StartIn is a Romanian based company, that is facilitating businesses to grow and expand their activity at a European level.

Sep 2016–Jul 2017

### Management Consultant / Business Developer

Leonardo Group Romania, Brasov (Romania)

My activity at Leonardo is focus on business development, growing clients portfolio and offering tailored services according to the customer need.

Leonardo Group GmbH is offering seminars, workshops, consulting and software associated with "lean".

Dec 2015–Jul 2016

### Lean Business Developer

Stronaut, Gent (Belgium)

Stronaut is a consultancy company that combines lean principles with innovation.

During my stay at Stronaut I was responsible in guiding our partners in defining and validating the product strategy according to the 'lean' principles.

Also, as a second phase of the development, my role was to guide scaling companies to enter different European markets. The focus in this phase is to define and validated the market and the proper go to market strategy in order to fit the market culture.

Strategy, business development, customer discovery, product/ idea validation, market culture/ market fit

Sep 2015–Jul 2016

### Business Developer Consultant

Ghent University, Gent (Belgium)

During my stay at the University of Gent, I was responsible in guiding student how to validate their ideas and make the first steps in starting their own business.

I was part of the teaching staff for the class called "Dare to start" based of Steve Blank methodology. The class is structured on one semester while students are introduced to the

concept of Business Model Canvas and they learn how to validate their own idea and how to adapted it to the market requirements. The main goal is to bring an idea to a MVP in 12 weeks.

lean methodology, BMC, interview, customer discovery, customer validation, pivoting, niche market, get-keep-grow

Oct 2014– Jan 2016

### **Co-Founder, CTO**

GreenITApp, Gent (Belgium)

During my stay at GreenITApp, together with my colleague, I was responsible of setting up the business, acquiring investors and tailoring the products according to the customers demand.

Due of my technical background and my experience in the telecommunication field, I was responsible for the development of the technology GreenITApp offered.

GreenITApp was a start-up based in Gent, Belgium, that aims to find and develop the most efficient IoT solution in order to lower everyday energy consumption.

Sep 2015– Jan 2016

### **Research Internship - Erasmus For Young Entrepreneurs**

Start-up Stories

During my stay at Start-up Stories I was able to learn and find new methods in business development directly from the Founder of 'Start-up Stories'. As a consultancy based company, my focus was in coaching entrepreneurs based on Lean Methodology and the methods of implementing innovative technologie.

Innovation, lean methodology, BMC, interview, customer discovery, customer validation, pivoting, niche market, get-keep-grow

Sep 2015– Dec 2015

### **Internship - Durf Ondernemen**

Ghent University, Gent (Belgium)

As an intern, I was responsible for guiding students, from a point of view of an entrepreneur (former student) and to find new methods to promote entrepreneurship in an academic environment.

During the internship I was trained, as a coach, on the Lean Launchpad by Steve Blank.

Durf Ondernemen aims to find, stimulate and create student-entrepreneurs; promoting innovation and entrepreneurial skills within Ghent University.

Apr 2014– May 2014

### **Internship**

IBP Systems, Hamburg (Germany)

During my stay at IBP Systems I had the opportunity to learn from the CEO of the company. The main skills that I gained are project management, design, international relationship, blueprints.

IBP Systems is acting for over 25 years in the industry of welding and heating technology. Their experience in design, manufacturing and maintenance of electronic systems, software and also hardware, makes IBP Systems technology known worldwide in their field.

Nov 2013– Feb 2014

### **Telecommunications Engineer**

Decatel, Brasov (Romania)

Decatel offers services in implementation of urban telephone networks, indoor telephone networks installation, service and maintenance of telephone systems.

During my stay at Decatel I was responsible of coordinating and assisting the team for - 3G to 4G transition project, based on Huawei technology.

Jun 2011–Jul 2016 **Co-Founder**

Lana Juice

As my first entrepreneurial experience, I was responsible in managing the start-up and to guide during the summer time the entire activity.

Lana Juice bars are a great place to find fresh juice and also several kinds of healthy dining options, including juice and smoothie.

## EDUCATION AND TRAINING

- Sep 2014– Present **Doctor of Philosophy (PhD)** EQF level 7  
University „Transilvania” din Braşov, BRASOV (Romania)  
The research presents a new perspective on integration on IoT solutions in a smart home configuration.
- Sep 2014– Jul 2015 **ERASMUS Exchange Programme** EQF level 6  
Ghent University, Gent (Belgium)  
Innovation and Technology Management, Lean Start-up, HFC Access Networks, Introduction to entrepreneurship, Master thesis
- Oct 2013–Jun 2016 **Telecommunication Engineer Specialist** EQF level 6  
University „Transilvania” din Braşov, BRASOV (Romania)  
-principles of radio standards (WiFi, Bluetooth, ZigBee)  
-LTE, UMTS  
-security over internet (SSH)
- Oct 2009– Jul 2013 **Telecommunication Engineer** EQF level 5  
University "Transilvania" Braşov, Brasov (Romania)  
- telecommunication architectures (GSM, GPRS, UMTS)  
- radar and GPS technology  
- electronic and electrical principles

## PERSONAL SKILLS

Mother tongue(s) Romanian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B2	B2	B2	B2	B2
French	A1	A1			

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

Job-related skills  
Strategy  
Entrepreneurship  
Business Development  
Problem solving  
T-shaped person  
Teamwork  
Lean Start-up  
IoT  
Public Speaking  
Branding  
Start-ups

Digital competence

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user	Proficient user	Proficient user	Proficient user	Proficient user

Driving licence B

#### ADDITIONAL INFORMATION

Honours and awards Selected for iMinds iStart.Light

The iMinds iStart.light program offers students and recent graduates training and coaching to turn their digital technology project into a real start-up.

Support also involves financial means, enabling to make own business decisions; offers access to the broad iMinds ecosystem of entrepreneurs, industry partners, investors and researchers.

<https://www.iminds.be/en/start-and-grow-your-business/istart-light-program>

Honours and awards Huet Urban Sibiu 2013

Development and implementing a wireless system in order to detect and control the dimming of a fiber optic lighting system. The project was meant to connect the people with the technology in an innovating and friendly way.

For the development of the project 3 architects were involved.

<http://arhitectura-1906.ro/2013/07/huet-un-festival-urban/>

Certifications Photographer, Videographer, Student entrepreneur - Ghent University

Publications **COLOURS IN LIGHTING SYSTEMS** -Doru URSUTIU, Andrei NEAGU, Cornel SAMOILA, Vlad JINGA, AOSR 2017, Romania

**MODULARITY applied to SMART HOME** -Andrei NEAGU, Doru URSUTIU, Cornel SAMOILA, Vlad JINGA, REV 2017, USA

**Work-in-Progress: Lean Education/Lean Innovation**-Andrei NEAGU, Doru URSUTIU, Cornel SAMOILA, ICL 2017, HU