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OBJECTIVE: personal development in order to become a better professional in my domain

PROFILE : professional experience in leading jobs and in working with people , and in a team projects and budgets administrating.Good knowledge of emerging markets.Fifteen years in the direct planning and administration of production and administrative activities,marketing and sales solutions

CAREER: Area Production Manager –MONSANTO ROMANIA

01.01.2004-Present

Job Purpose:production in the territory of corn,sunflower and Soyabean seeds,meeting the targets of production,finding new opportunities of production

Responsibilities:

- Identifies new clients,evaluates their possibility of production
- Negotiates contracts with local producers
- Administrates all the fields of production,from planting to harvesting
- Manages technical assistance for the farmers
- Maintains awareness and provides information on the competition in the territory
- Supervises and follow up on the demo fields/strips operations
Searches for best knowledge sources(internal and external)to ensure availability of the optimal information to meet local practice needs
- Detailed reports about the weekly and monthly for the activity
- Supervises the crops after the harvest until processing and the delivery to the customers
- Assures the quality of production during the entire year of production

Achievements:

- Selection and creation of the production network for the south-west territory
- Diminuate the costs of the production

- Realising the proposed plan of the production
- Fulfilment of over 4000kg corn cobs/ha;over 3500kg soyabean/ha and 1400kg sunflower/ha

Sales Territory Manager-MONSANTO ROMANIA

2001-01.01.2004

Job Purpose: implement in the territory the company`s sales and marketing strategy and effectively work to meeting the sales targets and developing new and profitable business opportunities.

Responsibilities:

- Identifies new clients,evaluates new and existing local distributors according to their operations history,potential and credibility
- Negotiates contracts with local selected distributors within the authority limit assigned
- Coordinates the shipping process from the company`s warehouses to the client
- Manages the clients accounts regarding sales,receivables,working capital charge,margins,invoices allocation,claims,payment terms,special exchange rates
- Provides technical training for clients and users
- Provides on-going tehcnical assistance to the clients according to the contract terms
- Manages allocated sales budget
- Responsible for carrying over of the marketing strategy and marketing operational plan the territory
- Effectively participates to promoting of new products and other marketing campaigns

- Invites experienced farmers or potential distributors to the demo fields/strips
- Maintains awareness and provides information on the competition in the territory
- Follows up on the contractual credit and cash collection terms
- Communicates cash collection issues and recommends collection enforcement solutions
- Follows up on the negotiated and approved barter contracts in lieu of cash debts
- Effectively participates in designing and carrying on of the approved credit recovery

- Supervises and follow up on the demo fields/strips operations

Searches for best knowledge sources(internal and external)to ensure availability of the optimal information to meet local practice needs

- Effectively networks with group peers and local managers and participates to business development or other meetings___

Achievements:

- Select and create distribution network for 7 counties,for the S and SW part of Romania(DJ,OT,AG,VL,SB,GJ,MH)
- Realized sales in amount of 1 mil.USD in 2003
Introduction of all products in the area,train all distributors and organized 20-25 seminars with them on specific issues related to MONSANTO products and policies

**Technical Manager at the Agricultural Research Station,Simnic,Craiova
1999-2001**

Responsibilities:

- Organized,coordinated and administrated 2500 HA of agricultural field
- Recruitment,selection and managing~~300 employees
- A.R.S Simnic is specialized in the production of cereal seeds,tehcnical.oil and fodder plants of superior biological categories
- Managed a zootechnical farm,specialized in milk cows,and an additional dairy factory,and also a fruit trees and vineyard farm,having in addition wine processing and preserving
- Managed a conditioning and seed treatment plant with a capacity of 6000 tones cereals,2000 tones processing and drying corn cobs and 1000 tones small seeds(mustard,alfalfa,lolium)
- Assured the quality of exported seeds

**Farm Manager at A.R.S Simnic Craiova
1997-1999**

Responsibilities

- Organized,coordinated and administrated 600 HA of agricultural field
- Produced seeds of superior biological categories,for internal and external use
- Recruitment,selection and managing ~ 25 employees

**Agronomist Engineer at A.R.S Simnic Craiova
1990-1997**

- That was the time when I learnt professional working from older engineers

EDUCATION :

**1986-1990 Agricultural University Craiova
1980-1984 Agricultural High School**

**OTHER COURSES: -1990-1993- Authorisation for production,conditioning,selling
of seeds and planting material**

-Authorisation for selling pesticides

**-Authorisation for utilizing pesticides from group
I and II**

**-1993-Formation and management in the market economy
Course I.C.E.O. France**

**-1999 -2004 Master`s Degree in the domain of “The
Crop of the Field Plants”at Agricultural University Craiova**

TRAINING:

2001-2004-Transactional analysis,Managerial techniques

**-Sales techniques,The art to negotiate,Collecting
techniques, Dealing with claims, Quality ISO 9001,
Safety drive**

OTHER INFORMATION:

Computer knowledge: Word,Excel,Power Point

Clean driving license B,C: since 1990,about 400,000 km

Marital status:married

Age: 38

Foreign languages: Romanian-very good

Franch-well

English-medium

**I consider that I can succesfully deal with new challenges thanks to my good
professional training and I am honoured to become a part of your team.**

DIACONU EUGEN