

Irinel Georgescu

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Profile

Over 9 years of experience working with international consulting teams in various companies from Romania, Spain, UK, Brazil and Ukraine.

Senior Pharmacist and former owner with an experience of 18 years in building a pharmacy business from scratch up to the 5th largest online chain in Romania and three pharmacies, nine employees and \$1m in sales per year. Registered Senior Pharmacist in Romania with the General Pharmaceutical Council.

Relevant Knowledge, Skills and Training

Sales Management – Built Team – Manage Team – B2B – B2C - E-commerce – Business Process Development – Entrepreneurship – Business Consultancy and Mentoring – Brand Building – FMCG - Negotiations

Education

August 2015

Master of Business Administration (MBA)

HULT INTERNATIONAL BUSINESS SCHOOL – Boston, Massachusetts - London, UK campus.

World's most international business school and the first triple-accredited US business school. Top 10 FT ranking for international business and experience.

“Woman in business” scholarship.

Brown Belt - demonstrated commitment to develop and proficiency in the Management Skills curriculum.

September 2008

Senior Pharmacist in General Pharmacy

“GR. T. Popa” University of Medicine and Pharmacy - Iasi city, Romania

May 2003

Specialist Pharmacist in General Pharmacy

“GR. T. Popa” University of Medicine and Pharmacy - Iasi city, Romania

August 1995

Degree Diploma – Licentiate in Pharmacy

“GR. T. Popa” University of Medicine and Pharmacy - Iasi city, Romania

Professional Experience

May 2019

Chairman to Dr. Georgescu Association – Nonprofit Charity –and youth movement

TODAY-TOMORROW

Website: <https://www.today-tomorrow.eu/>

from 2018

International Artist - abstract painter, acrylic on canvas.

Varios collections and Exhibitions in Romania, Spain, U.K and Switzerland.

Interview with the artist by New York journalist Edward Kiersh

<https://luxurysplashofart.com/a-child-of-freedom-by-edward-kiersh/>

Website: <https://georgescu-irinel.blogspot.com/>

LinkedIn: <https://www.linkedin.com/company/77878506/admin/>

The last collection "24 Wings of Angel"

<https://www.facebook.com/photo?fbid=905126144961264&set=pcb.905136398293572>

February 2017

Senior Chief Pharmacist at Farmacia Elena – Botosani, Romania.

June 2016

Deputy General Manager and Senior Pharmacist at SC. Medicalfarm SRL. –Botosani, Romania.

May 2015

Business Consultant for Husse England and Scotland. Created and developed a project in order to increase sales by 10-15% in less than 4 months, managed in a better way the ratio between volume of acquisitions and sales, stock control, leveraged the on-line sales, and at the same time, how to use the advantage of the local community through various methods to attract more prospective potential customers and new franchisees.

Worked for 10 months with an international team for providing consultancy and viable solutions for Unilever in a project applied in Santo Andre, Brazil. The name of the project is "H.I.C. - Business and Social Impact – Growing our e-commerce business while generating youth employment"

Designed and developed a pilot-project for improving the recruitment system of potential students with Hult for Eastern Europe, with an initial application in Romania, then Bulgaria, Moldova and Ukraine.

1997 – 2013

Owner and manager at Pharmacy "Pharmedica", Neamt County, Romania building three pharmacies and the 5th largest online pharmacy in Romania www.Sanafarm.ro

- Built turnover to \$1m a year with over 20k online deliveries per year accounting for 35% of overall sales
- Built a commercial strategy involving building relationships with doctors and laboratories leading to an increase in business 30% of overall sales. Worked specifically to provide treatments for Alzheimer disease, hyperkinetic syndrome as well as dementia and schizophrenia.
- Reduced delivery times from four days to same day whilst increasing product numbers from 5000 to 7500. The number of late deliveries reduced from 7 to 2 per day.
- Recruited and developed a team of nine people
- Worked with the health service to ensure all prescriptions were reported correctly
- Reduced supplier costs by an average of 7% per year through negotiating discounts and bulk buying strategies with suppliers such as Farmexpert SA, Farmexim SA, Europharm Holding, and so on.

- Was able to offer the cheapest products in Romania through developing efficient operational processes
- Increased number of additional services for customers (diabetes disease prevention, cholesterol reduction and heart diseases prevention) through direct and continuous collaboration with physicians and medical laboratories

1995 – 1996

Junior Pharmacist to Hospital “Health Center of Roznov”, Neamt County, Romania. This Center had 3 wards (pediatrics, gynecology and internal medicine) and an outpatient for children from 11 villages surrounding.

- Prepared the medication for hospital patients (200 – 250 patients per week). Was in direct contact with physicians working together to treatment regimens.
- Developed prescriptions from outpatients and ensured powdered milk for babies up to one year.

Additional Information _____

Languages: Romanian (mother tongue), English fluent (IELTS and PTE Certificates), Spanish and French intermediate.

Honorary position/ Belonging of different organizations:

Representative Member of the National General Assembly of the Collage of Pharmacist of Romania from 2011 to 2015 in Collage of Pharmacist of Neamt County, Romania.

Member of the Evaluation Commission for the Rules of Good Pharmaceutical Practice from 2011 to 2015, in Collage of Pharmacist of Neamt County, Romania.

Technologies : Microsoft Office

Recommendations - Mrs. Agnes Nairn – Professor and Chair of Marketing, Univerity of Bristol, UK, and Mr. Ilie Echim – Senior Pharmacist at Ardealul Pharmacies, Piatra-Neamt, Romania