

Matei Alexandru Stoenescu

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Summary

Ph.D. Candidate in Digital Humanities with the Thesis "*From Fictional Worlds to Virtual Worlds. Drivers of change between perspectives on fictional, virtual, and real.*"

Experience

Inside Channel Developer

Veeam Software

11/2022 - Present

- Drive business in Italy NE+NW through Channel
- Create pipeline
- Build and maintain relationships with channel partners
- Develop and execute sales strategies with partners

Inside Sales Associate

Veeam Software

12/2021 - Present

- Constant overachiever in maximizing coverage of Veeam products within Italy South and increased the number of new business opportunities in slower regions.
- Facilitated the onboarding process for new hires.
- Provided support for Channel by following business opportunities through the entire sales process and constantly collaborating with Migration Team and Disti

Project Manager and Scientific Secretary of the ARR

Accademia di Romania in Roma • Rome

03/2018 - Present

- Managed, negotiated, and executed 60% of the team's projects, often overseeing more than 3 simultaneously.
- The tasks included budgeting, negotiating, ensure timely completion of each step, insurance & transportation for art and heritage pieces, translation, press releases, media promotion, graphic design, photography, interviews.
- Was appointed Scientific Secretary of the Academy after the first year.
- Published 4 issues of the Annual Papers of the Accademia in 3 years as Editor-in-chief, representing over 150% increase.
- In charge of all the scientific events of the Accademia which represent a third of the total projects

Italian Translator and Interpreter

Ministry of Justice Romania

05/2014 - Present

Authorization no.36740

- Demonstrating knowledge of civil and criminal code terminology in Italian and Catalan

Assistant Lecturer - Italian Language and Culture

University of Bucharest, University of Architecture and Urban Planning "Ion Mincu" Bucharest

10/2017 - 03/2018

- Co-teaching the Italian Language Seminar at the Faculty of Foreign Literature and Languages, University of Bucharest
- Teaching the Italian Language Course in the History Department, for a total of 400 students. University of Architecture
- Teaching Italian to a diverse range of students, from university students to medical staff and sales representatives. 250 students in total. At FIDES Institute of Foreign Languages

Translation and Dialog Trainer

Theater and Film Production • Bucharest

03/2016 - 05/2016

- Trained Laura Vasiliu (Best Actress in Palme d'Or winner picture 2007) for her Italian role in "*Fiore*" **Cannes selected** in 2016.
- Translation and stage adaptation of "*Capra cu trei iezi*" by I. Creangă, for **The Animation Theater Torino Festival**. Dialog and speech training for 7 actors
- Script consultant for **Nottara Theater**: Oversaw the original text and revised the Romanian translation for *Vestire gli Ignudi* by Luigi Pirandello.

Digital Media Specialist

Angelini Pharmaceuticals • Bucharest

01/2016 - 05/2016

Adapted the results of the company's clinical studies for 3 *over-the-counter* products (Tantum Verde+Rosa+Grip) into a hypertext structure for developing an internal digital tool dedicated to the sales department, which contributed to the company's shift to digital marketing

Skills

Exceptional verbal and written communications skills, Fluency in Italian and English, MS Office advanced level, Translation (Italian English), Ability to teach and control performance, Good presentational skills, Adobe Creative Suite, Writing Skills, Analysis Skills, Digital Media, Python, Cinema 4D, Teaching Experience

Education

PhD Candidate in Cultural Studies

Center of Excellence in Image Studies • Bucharest

01/2021

Ph.D. Candidate with the thesis: *From Fictional Worlds to Virtual Worlds: transposing literary text into formal systems*. In joint supervision with prof. Ileana Marin from University of Washington, Seattle. *Cutting-edge technology development, modal logic, possible worlds theory, narrative studies, graph theory*.

Masters in Translation studies and intersemiotic adaptation

University of Bucharest • Bucharest, Bucharest

07/2015

Graduated first with 10/10. Disertation: *Line Morphology in Theater. Translation Studies*

Academic Summer Scholarship

University of Perugia

08/2014

Completed courses in *Phonetics, History of Art and Music, Advanced Linguistics, Academic Writing*

Erasmus Mobility

University of Milan

08/2012

Studied the *History of the Italian literature, Dante's Inferno* and the *History of the Italian language*

Academic Summer Scholarship

Ramon Llull Institute • Mallorca

08/2011

Prestigious merit-based scholarship awarded by the Balearic Islands Government

BA - Italian and Catalan Philology and Linguistics

University of Bucharest

07/2010

Graduated first with 10/10. Disertation: *Suprasegmental phonetic features in regional Italian*

Languages

Fluency in Italian, Fluency in English, Catalan

Publications

Author

- "From Fictional Worlds To Virtual Worlds: Virtualizing Text 1.0", in M. Iacob, A. Posada (eds.) *Narrativas Mutantes: Anomalía viral en los genes de la ficción*, Ars Docendi, București 2018.
- "La virtualizzazione con e senza computer: didattica, teatro e traduzione", in O. Boșca-Mălin, A. Firța (eds.) *Testo, Contesto, Metatesto. Studi di letteratura, linguistica, e traduttologia in onore di Smaranda Bratu Elian*, Institutul European, București, 2018.
- "Il Castello dei destini che si biforcano. Intorno alla virtualizzazione del testo", in E. Pirvu (ed.) *Dal libro a stampa a internet: metamorfosi della ricerca linguistica e letteraria italiana*, Franco Cesati Editore, Firenze, 2019

Editor

- *The Art of Power, The Power of Art*, 2020 (in print)
- *Ephemeris Dacoromana XXII* 2020 (in print)
- *Ephemeris Dacoromana XXI* 2019
- *Ephemeris Dacoromana XX* 2018
- *Ephemeris Dacoromana XIX* 2017

Conferences (participation)

- *Mutant Alert: Viral Anomaly in Fiction Genes*, University of Bucharest, November 2016
- IX Convegno Internazionale di Italianistica: „Dal libro a stampa a Internet: metamorfosi della ricerca linguistica e letteraria italiana”, Craiova, September 2017

Conferences (organization)

- *Voci e profili della diplomazia romena in Italia (XIX-XX)*, Accademia di Romania in Roma, October 2018.
- *In memoriam prof. Marian Papahagi a 20 anni dalla rifondazione della Scuola Romena di Roma*, Accademia di Romania in Roma, March 2019.
- *La romanità orientale e l'Italia dall'Antichità fino al XX secolo (prima edizione)*, Accademia di Romania in Roma, June 2019.
- *Italicum e la romanità orientale. La conferenza dei membri della Scuola Romena di Roma MMXIX*, Accademia di Romania in Roma, June 2019.
- *Il Sud-est europeo e le Grandi Potenze. Questioni nazionali e ambizioni egemoniche dopo il Congresso di Berlino*, Accademia di Romania in Roma, Univeristà Roma Tre, October 2019.
- *Italicum e la romanità orientale. La conferenza dei membri della Scuola Romena di Roma MMXX*, Accademia di Romania in Roma, July 2020.
- *La romanità orientale e l'Italia dall'Antichità fino al XX secolo (seconda edizione)*, Accademia di Romania in Roma, December 2020.

Art Exhibitions (management)

- Contemporary Art Exhibition: *Landscape 2 Landscape 4*, Iulia Ghiță, Albumarte, 2021.
- Art Exhibition: *Ion Sălișteanu 90 de ani de la naștere*, Accademia di Romania in Roma, 2019.
- *La Grande Guerra e l'Unificazione Romena - Un percorso storico e visuale a 100 anni dalla nascita della Grande Romania*, Museo Centrale del Risorgimento - Complesso Monumentale del Vittoriano, Roma, October 2018.
- *Spazi Aperti 2018 - La mostra dei borsisti in residenza delle accademie straniere di Roma*, Accademia di Romania in Roma, June 2018.
- Contemporary Art Exhibition „*Salonul de Desen - 2018*”, Accademia di Romania in Roma, 2018.
- Contemporary Art Exhibition *B#SIDE WAR Festival*, Accademia di Romania in Roma, 2018.
- *Expoziție "Manifest pentru Patrimoniu - Timișoara Premium Exposed City"*, Accademia di Romania in Roma, 2018.

Volunteering

George Enescu International Music Festival XXII 2015

- Member of the organizing team. I accompanied the invited artists/orchestras throughout the Festival and I coordinated the Otopeni - Bucharest transports.

Triathlon | Fără Asfalt 2014 - 2017

- Member of the organizing team. Transport, branding, staff coordination and team organization. Fără Asfalt is the largest off-road triathlon competition organizer in Romania.

Italian Festival: Festitalia 2013

- Member of the Festival organizing team, organized and promoted by the Italian Embassy and IIC; over 2000 visitors and spectators.

European Youth Olympic Winter Festival (EYOWF2013)

- Member of the Organizing Committee, Marketing Department - insured the image of the Festival abroad, the good development of the competitions at Predeal (snowboard) and Cheile Grădiștei (biathlon).

Soft skills

Sales Culture, Teaching skills, Critical thinker, Creative, Adaptive, Strong communication skills, Public speaking skills.

Other: Guitar, drums, electronic music, jazz, sports, swimming, photography, travel, skiing.

Activitate științifică

Matei Alexandru Stoenescu – Ph.D. Candidate – CESI | Universitatea din București

Lucrări științifice publicate

- "From Fictional Worlds To Virtual Worlds: Virtualizing Text 1.0", in M. Iacob, A. Posada (eds.) *Narrativas Mutantes: Anomalía viral en los genes de la ficción*, Ars Docendi, București 2018.
- "La virtualizzazione con e senza computer: didattica, teatro e traduzione", in O. Boșca-Mălin, A. Firța (eds.) *Testo, Contesto, Metatesto. Studi di letteratura, linguistica, e traduttologia in onore di Smaranda Bratu Elian*, Institutul European, București, 2018.
- "Il Castello dei destini che si biforcano. Intorno alla virtualizzazione del testo", in E. Pirvu (ed.) *Dal libro a stampa a internet: metamorfosi della ricerca linguistica e letteraria italiana*, Franco Cesati Editore, Firenze, 2019

Lucrări științifice editate

- *The Art of Power, The Power of Art*, Editura ICR și Editura Universității București, 2020.
- *Ephemeris Dacoromana XXII*, Editura ICR și Editura Academiei Române, 2020.
- *Ephemeris Dacoromana XXI*, Editura ICR și Editura Academiei Române, 2019.
- *Ephemeris Dacoromana XX*, Editura ICR și Editura Academiei Române, 2018.
- *Ephemeris Dacoromana XIX*, Editura ICR și Editura Academiei Române, 2017.

Conferințe științifice (participare)

- *Mutant Alert: Viral Anomaly in Fiction Genes*, University of Bucharest, November 2016
- *IX Convegno Internazionale di Italianistica: „Dal libro a stampa a Internet: metamorfosi della ricerca linguistica e letteraria italiana”*, Craiova, September 2017

Conferințe științifice / simpozioane organizate

- *Voci e profili della diplomazia romena in Italia (XIX-XX)*, Accademia di Romania in Roma, October 2018.
- *In memoriam prof. Marian Papahagi a 20 anni dalla rifondazione della Scuola Romena di Roma*, Accademia di Romania in Roma, March 2019.
- *La romanità orientale e l'Italia dall'Antichità fino al XX secolo (prima edizione)*, Accademia di Romania in Roma, June 2019.
- *Italicum e la romanità orientale. La conferenza dei membri della Scuola Romena di Roma MMXIX*, Accademia di Romania in Roma, June 2019.
- *Il Sud-est europeo e le Grandi Potenze. Questioni nazionali e ambizioni egemoniche dopo il Congresso di Berlino*, Accademia di Romania in Roma, Univeristà Roma Tre, October 2019.
- *Italicum e la romanità orientale. La conferenza dei membri della Scuola Romena di Roma MMXX*, Accademia di Romania in Roma, July 2020.

- *La romanità orientale e l'Italia dall'Antichità fino al XX secolo (seconda edizione), Accademia di Romania in Roma, December 2020.*
- *Italicum e la romanità orientale. La conferenza dei membri della Scuola Romana di Roma MMXXI, Accademia di Romania in Roma, July 2021.*
- *La romanità orientale e l'Italia dall'Antichità fino al XX secolo (terza edizione), Accademia di Romania in Roma, Oct 2021.*