

Curriculum vitae Ioana Dănilă  
Aged: 33; Location: Bucharest, Romania

#### Achievements:

- Support pipeline building activities
- Support customer specific opportunities
- Collaborations on projects in international teams
- Research & implementation with R&D teams
- Lead in pilot projects and assessments
- Training sustainability

#### WORK EXPERIENCE

##### Teaching sector

October 2010 – July 2012

Matlab Laboratory assistant

Faculty of Mathematics and Informatics, University of Bucharest

##### Business sector

Financial and insurance activities

February – May 2011

Data operator

Mellon Romania SA - project with Bancpost for updating the customers' database

June - September 2011

Financial advisor

BCR - Erste Bank, Bucharest

Meetings and planning with the bank's customers or potential future customers for signing and managing the contracts regarding the Bauspar program

##### Engineering sector

R&D, QA, AE and presales activities

July 2013 - January 2015

Reviewer; Specialty: Mathematics

Parametric Technology Corporation, Bucharest  
Software Development Department, Bucharest  
Automatic and manual testing, performance testing, system testing of Mathcad; Implementing required functionalities; founding/reporting/checking bugs and performance, updating and converting former templates to new, improved versions of Mathcad worksheets.

January 2015 – October 2022

Associate Application Engineer

(Mathcad) PTC, Bucharest

Supporting pipeline building activities: Create and present Webinars - delivering product presentations and technical demonstrations for Mathcad and Mathcad integration with other products (examples: Creo, Excel); BI analysis; Supporting customer specific opportunities (examples: delivering product license use information and Mathcad expertise focused on calculation or functions of interest); Attending customer meetings to support the various global Sales reps; Research and Competitive analysis, Collaborating on projects in international teams; Social Media Campaign, Customer feedback.

October 2022 - Present

Application Engineer

(Mathcad) PTC, Bucharest

Travelling occasionally to support global sales opportunities; Taking the lead in pilot projects or assessments; Taking the lead when delivering basic hands-on workshops for customers; Creating New Demo Content; Knowledge transfer to new employees – providing training in order to enable them into self-sufficiency  
Marketing Collaboration: YouTube videos creation on software functionalities.

#### EDUCATION AND TRAINING

October 2010 – July 2012 Master's Degree

Faculty of Mathematics and Informatics, University of Bucharest, Applied Mathematics in Finance, Insurance and Biostatistics, Bucharest (Romania)

October 2009 – February 2013 Bachelor's Degree

Faculty of Mathematics and Informatics, University of Bucharest, Mathematics Applied - Mechanics Department, Bucharest (Romania)

October 2009 – July 2012 Bachelor's Degree

Romanian Banking Institute, Financial - Banking University, Faculty of Financial Management in Finance and Banking, Bucharest (Romania)

October 2015 – July 2019 Bachelor's Degree

Faculty of Law, Bioterra University (Romania)

October 2009 – July 2012 Psychological and Pedagogical studies

Faculty of Psychology, University of Bucharest, Bucharest (Romania) – Practice at Dimitrie Bolintineanu school

September 2005 – June 2009 High school studies

Măneciu High school, Măneciu Ungureni, Prahova (Romania)

#### PERSONAL SKILLS

##### UNDERSTANDING - SPEAKING - WRITING

English C2 - C2 - C2

French B2 - B2 - B2

German A2 - A1 - A2

Levels: A1 and A2: Basic user - B1 and B2: Independent user

- C1 and C2: Proficient user

(Common European Framework of Reference for Languages)

##### Communication skills

- Member of the Association of Mountain Pathos 2010-2012

- Member of the Association for Community Development Zăganul (ADCZ) - from 2012 – 2017

##### Organizational / managerial skills

- Member of the Association of Students of the Faculty of Mathematics and Computer Science in the Organizing Events Department 2010-2013

- Practice period in Piraeus Bank – front office operations - 2010

- Member of the Professor's Board Council at the Faculty of Mathematics and Computer Science - 2013-2017

- Owner and Founder at Impact Social (charity group)

##### Job-related skills

Communication at work;  
Completing the operative documents;  
Use of equipment, resources and equipment supplied;  
Planning of individual work daily;  
Adaptability to new situations and challenges;  
Prioritization; Proactivity.

Digital competence Mathcad – Advanced;  
Excel - Advanced; Matlab – Medium;  
LaTeX – Medium; R – Medium; Python – Beginner;  
SQL – Beginner; Ruby – Beginner;  
C++/C# - Beginner; Creo – Beginner.

Hobbies Reading, travelling, cooking, volunteering, listening to live music and playing piano