

VALENTIN ENE

Executive director @ ytd real consulting

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PROFESSIONAL SUMMARY

Executive Director & Board Member with 30+ years of leadership across pharmaceutical distribution and national defence. Steered a 1.4B+ EUR P&L, 40+ warehouses and 1,000+ professionals for Cencora (Fortune 500 Top 15), with board mandates in Romania and Spain, and a 10x revenue transformation delivered as country leader. ICF Professional Certified Coach and IASSC Lean Six Sigma Black Belt, expert in P&L turnaround, value creation, multi-site operations, and GDP/GMP-compliant supply chains. Open to board and executive mandates across the EU.

WORK HISTORY

2 years and 8 months

Jan 2024 - current

Executive Director

YTD Real Consulting - Domnesti, Ilfov

- Launched new service lines for revenue generation.
- Orchestrated global expansions for diversified revenue streams.
- Board-level advisory and operating-partner engagements across sectors.

1 year

Jan 2023 - Dec 2023

Supply Chain Director & Board Member

Alliance Healthcare Spain (Cencora) - Viladecans

- 1.4+ billion EUR in revenue (medicine distribution) & 40+ warehouses across Spain.
- Developed and implemented supply chain strategies to enhance efficiency and meet regulatory requirements at country level.
- Streamlined operations to reduce costs and improve service levels across supply chain.
- Established clear communication channels, improving stakeholder relationships.
- Nurtured culture of transparency to foster trust within team.
- Delivered guidance and strategic support to executive team.
- Collaborated on business plans, resulting in successful execution of projects.

11 years and 9 months

April 2012 - Dec 2023

Executive Director

Alliance Healthcare Romania (Cencora) - Bucharest

- 1+ billion EUR in terms of revenue & 500+ operations staff.
- Ensured operational excellence by overseeing daily operations, regulatory compliance, and product/service delivery.
- Streamlined processes with technology integration.

- Orchestrated footprint expansions for diversified revenue streams.
- Pioneered business transformation for increased market share.
- Developed and mentored talented team to foster growth, collaboration, and excellence.
- Developed internal talent pool, enhancing organisational capability and retention rates.
- Put in place clear controls for financial administration and business management.
- Maintained compliance with applicable legislation and regulations.

5 years and 1 month

Mar 2007 - Mar 2012

Country Logistic Manager

Farmexpert DCI - Bucharest

- 10x increase in revenue (2007 - 2012)
- Cultivated positive work environment, enhancing team morale and productivity.
- Implemented cost reduction measures, significantly lowering overhead expenses.
- Led performance reviews to identify improvement areas and optimise supply chain processes.
- Streamlined communication channels to enhance internal information flow.
- Managed team dynamics through effective conflict resolution strategies.
- Piloted successful change management initiatives, improving company revenue.

14 years and 7 months

Aug 1992 - Feb 2007

Officer

Defence and public order system
- Bucharest

- Consistently exceeded duty requirements through increased performance, receiving commendable annual evaluations for 15 consecutive years and earning 2 early promotions in rank ahead of standard military advancement timeline.

SKILLS

- People-oriented leadership with an engaging style, able to inspire, align, and mobilize teams;
- Strong **customer-centric mindset**, embedded in organizational culture and business processes;
- Proven ability to develop and scale management teams, driving sustainable performance;
- Acting as **Mentor, Consultant, Executive Coach, and Professional Trainer**, supporting leadership development across all levels;
- Strategic thinking with active contribution to defining organizational direction and growth;
- Technology integration to enhance operational efficiency, scalability, and control;
- In-depth knowledge of regulatory standards and audit processes;
- Risk management expertise, including methodologies such as **FMEA** and **BCP**;
- Hands-on experience with audit software and operational audit tools;
- Acting as a **Compliance & Irregularities Investigator**, managing deviations and non-conformities;
- Strong exposure to external audits and collaboration with regulatory authorities;
- Proficient in **Business Intelligence and data visualization tools (Power BI)** to

- Experience as an **Executive Board Member**, supporting critical decision-making processes;
- Strong capabilities in corporate governance, compliance, and strategic alignment;
- Advanced expertise in **budgeting, financial planning, and P&L management**;
- Performance management through relevant KPIs and monitoring frameworks;
- Ability to align financial outcomes with operational efficiency and business objectives;
- Re-design, synchronization, and continuous improvement of organizational processes;
- Building **audit-ready operational infrastructures** aligned with industry standards (**GDP & GMP**);
- support decision-making;
- Strong capability to integrate technology into business processes and reporting systems;
- Data-driven approach to management and performance optimization;
- Development and management of strategic partnerships and supplier relationships, both nationally and internationally;
- Advanced negotiation skills and stakeholder management capabilities;

EDUCATION

Jan 2015 - Jan 2017
Master of Business Administration: Business Management
ASSEBUS - Kennesaw State University | Atlanta, USA

Sept 2001 - July 2002
Business Man. and International Ec. Relationships: Business Management and International Economic Relations
Academy of Economic Studies Bucharest | Bucharest

Oct 1993 - July 1998
Bachelor of Business Administration: Business Management
Academy of Economic Studies Bucharest | Bucharest

Sept 1989 - Aug 1992
Finance Officer : Finance
Finance Military Institute | Sibiu, Romania

1985 - 1989
High School Diploma: Military High School
Dimitrie Cantemir Military High School | Breaza, Prahova

LANGUAGES

Romanian

Native

Spanish

Advanced (C1)

English

Proficient (C2)

HOBBIES AND INTEREST

- Transformational Coaching
- Leadership psychology
- Sailing
- Travel and cultural exploration

CERTIFICATIONS AND LICENSES

ICF

- International Coaching Federation
- Professional Certified Coach - 03/09/2025

The International Association for Six Sigma Certification (IASSC)

- Lean Six Sigma - IASSC Certified Black Belt - 01/02/2017

Coach Master Academy, Singapore

- Certified Professional Transformational Coach - 01/03/2025

TKMG Academy [Dallas, TX, USA]

- Quantifying Improvement - 09/04/2025
- Project Management Essentials - 25/01/2024
- Creating A3 Reports - 03/06/2023
- Strategy Deployment - 30/04/2023
- Key Performance Indicators - 08/04/2023
- Process Walks - 07/04/2023
- Problem-Solving Coaching - 03/10/2021
- Analyzing Data: Clarity First - 22/08/2021
- Leader Standard Work - 29/08/2020
- Daily Management Systems - 12/04/2020
- Standard Work - 06/04/2020
- Value and Waste 05/04/2020

Ministry of Labor and Social Justice & Ministry of National Education of Romania

- Trainer - 23/07/2019

Ministry of Labor, Family and Equal Opportunities & Ministry of Education and Youth of Romania

- Project manager - 11/04/2011

Ministry of Labor, Social Solidarity and Family & Ministry of Education and Research of Romania

- Quality Auditor - 02/05/2007

The Chamber of Commerce and Industry of Romania

- Methods of accessing the EU's structural and cohesion funds by contracting authorities, economic operators, and NGOs - 26/05/2006

SPECIAL MISSIONS

EU-Japan Centre for Industrial Cooperation - **World Class Manufacturing Program** - February 2026

- Intensive deep dive into Japanese manufacturing best practices in the heartland of Japanese automotive excellence.

Innovation Labs 2026 - Mentor keeping open lines of dialogue and feedback throughout the program and beyond, helping teams to align disruptive technologies with well-specified needs.