

Virgil Popa

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Born	03 December 1951, Valcea County, Romania
Marital status	married, 2 children
Education	1970 –1975, Faculty of Economic Cybernetics and Statistics , Academy of Economics Studies, Bucharest 1978 -1984, School of Law , Bucharest University June 2000, Doctor of Cybernetics and Economical Statistics , Academy of Economics Studies, Bucharest December 2002, Fast university course for teachers (3 rd cycle), Leonardo da Vinci, RO/2002?89157/EX, University of Littoral, Côte d’Opale, Dunkerque, France
Professional activity	1975 – 1978 Special Steelworks, Targoviste, Economist 1979 – 1984 Special Steelworks, Targoviste, Computer programming analyst 1984 – 1990 State Commercial Enterprise for Public Alimentation, Targoviste, Director 1990 – 2000 RESCOPA S.A., Targoviste (Member of CIES – The Food Business Forum, with headquarters in Paris - New York - Tokyo – Singapore). Field of activity: food production and retailing, restaurants, confectionery and pastry shops CEO and President of the Board 2000 – 2001 RESCOPA S.A., Targoviste, President of the Board 1990 – 2003 SIEPMANN AGREEMENT CHINDIA SRL, Targoviste (German-Romanian joint-venture), President of the Board; Executive Director 1996 – 1997 EUROFINANCES S.A. Targoviste (financial investments company) Member of the Board 1994 – 2004 , RESPAN S.A. Targoviste, President of the Board; Administrator May – June 2001 National Accumulation Fund, President of the Trust Council
Academic activity	1992 – 2000, Lecturer at the Valachia University of Targoviste , Faculty of Economic Studies. 2000 – 2004 Assistant Professor ; Valachia University of Targoviste 2004 – present Professor , Valachia University of Targoviste, Courses: Quality Management, Strategic Management, Performance Management; Supply Chain Management, Customer Relationship Management; Project Management 2000 – 2011 Director of the ECR Department , Valachia University of Targoviste 1994 - 2000; 2002 – 2004 Member of the Professorial Council of the Faculty of Economics 1994 – 2000, 2004 - 2008 Member of the Senate, Valachia University of Targoviste 2001 – 2005 Director of the Economical College , Valachia University of Targoviste 2002 - 2003 Associated Professor – Moldova Academy of Economics Studies, Master –

Management course „Competition Strategies”

2004 - 2005, Associated Professor, “Petru Maior” University Targu Mures, Master-Management, “Projects Management”, course “Inter-organizational Management”

National
scientific activity

Author and co-author:

15 books (7 standalone, 8 co-author and coordinated)

8 books (coordinator-editor)

26 articles ISI and B+

13 papers at international conferences published

49 articles in national magazines and university annals

66 scientific communications in conferences and symposiums (30 in volumes)

Author of 39 articles publicized in “Monitorul Comertului Romanesc”, “Adevarul Economic”, “Economistul”, “Marketing-Management” and Co

Participated at 29 Academic Scientific Sessions

Author of: „Enterprise Management Strategies”, 1997, Editor Macarie, Targoviste; „Enterprise Strategies and Policies”, 1999, Editor Macarie, Targoviste; „ECR - Efficient Consumer Response - Strategies, Policies, Techniques and Tools”, 2000, Editor Economica, Bucharest; „Consumer Goods Quality Management”, 2002, Editor Macarie, Targoviste; “Inter-organizational managerial strategies”, Editor Bibliotheca, Targoviste, 2004; „Management and performance measurement of the organisation”, Editor Valachia University Press, Targoviste, 2005; „Food safety and traceability of the food products”, Editor University Press, Targoviste, 2005 (coordinated and author); „Supply Chain Management in Consumer Goods and Retail”, Valachia University Press, 2009; Globalization. Education and Management Agendas, Chapter 10: Global standards for Supply Chain Management in Consumer Packaged Goods Industry, ISBN 978-953-51-0702-6, INTECH, Rijeka, Croatia, 2012; „Supply Chain Management Fundamental and Support Elements”, Czestochowa Polytechnic, Poland, 2013; “Project Management”, Valahia University Press, 2014

8 Contracts for Scientific Research

International
scientific activity

2003 – 2009 Member of ECR Europe Academic Partnership, (www.ecr-academics.org)

2003-present member of CEDIMES Institute, Paris

2008-2013 Member of CSCMP (Council of Supply Chain Management Professionals)

Activity at
national level

1996 - present, The Romanian Committee of Distribution, affiliated to AIDA, Brussels,

Member of the Board, Chief of the ECR Department

2002 – 2004 Member of the Coordination Committee of PHARE RO 0006-09 Program

2003 – 2008 Member of “Reflexion Group – Domestic Trade, present and European outlook”, organized by The Chamber of Commerce and Industry of Romania and Bucharest and the Agency for IMM

Participation
at international
reunions

October, 1991 The 1st World Marketing and Merchandising Forum, Nice, France,

October 1992 Le 15e Salon International de l'alimentation, Paris, France

1995 The 20th Congress of the Romanian-American Academy of Science and Art, University of Nevada, Reno, Nevada, USA

1996

January The 1st Official ECR Europe Conference, Geneva, Switzerland

July Retailing in Europe, “New strategies for a new context” 22nd AIDA Congress,

Vienna, Austria

1997

June The 22nd Romanian-American Academy of Science and Art Congress, Targoviste

October “Organiser la chaine d’approvisionnement dans une économie en développement », Prague, Check Republic

1998

February The 4th International Seminar on Category Management, Geneva, Switzerland

April The 3rd Official ECR Europe Conference, Hamburg, Germany

May Quality Management Assurance and Education, Euroqualrom, “Politehnica” University, Bucharest

June The 41st CIES–The Food Business Forum Annual Congress „In the Eye of the Tigers”, Singapore, Singapore

1999

April The 4th Official ECR Europe Conference, „Consumer Value”, Paris

June The 42nd CIES Annual Executive Congress, “Value and Values in the New Century”, Stockholm, Sweden

2000

March The ECR Europe Millennium Conference “Changing Consumer, Changing times”, Torino, Italy

July The 25th Romanian-American Academy of Science and Art Congress, Cleveland, Ohio, USA

April 2002 The 7th Official ECR Europe Conference „Supplying consumer now!”, Barcelona;

2003

May The 2003 Official ECR Europe Conference & Marketplace „On The Shop Floor (Together)”, Berlin

May 53^{eme} Congres de l’Association Internationale Des Economistes de Langue Française – Athènes 26-28 May 2003 „Monnaie, convergence et croissance”

September 3rd International ECR Academic Research Symposium – Athens

2004

May The ECR Europe 2004 Brussels Conference & Marketplace, “Shared learning, better shopping”

September 4-th International ECR Research Symposium, ”In the Consumers` shoes: Why, how and Where are they walking to?”, Milano

October 2007” Tomorrow’ s Supply Chain: Efficient, Transparent, Sustainable” – CIES SUPPLY CHAIN CONFERENCE 2007, Prague

2008

April CSCMP Europe 2008 – European Research Seminars, Brussels, Belgium
CSCMP Europe 2008 – Brussels, Belgium, 2008

May The 13th Official ECR Conference Marketplace - „Creating Sustainable Shopping Value” , Berlin

October CIES SUPPLY CHAIN CONFERENCE 2008

2009

May CSCMP Europe 2009 – European Research Seminars, Copenhagen, Denmark

May 2009CSCMP Europe 2009 – Copenhagen, Denmark

June The 14 th Official ECR Conference Marketplace – Barcelona

2011

April The 15 th Official ECR Conference Marketplace - Brussels

June CSCMP Europe 2011 – European Research Seminars, Barcelona, Spain

CSCMP Europe 2009

May 2012 The 16th Official ECR Conference Marketplace - Brussels

May 2013 The 16th Official ECR Conference Marketplace - Brussels

Contributions
and
achievements

Pioneering activity in the ECR (Efficient Consumer Response) managerial theory and practice:

- ✓ publication, for the first time in Romania, of the ECR concepts;
- ✓ organizer, through RESCOPA, with support from the Romanian Committee of Distribution and the “Valachia” University of Targoviste, of The 1st National ECR Symposium - 6 December 1996 and The 2nd National ECR Symposium – 26 September 1997
- ✓ implementation of the ECR managerial concepts and instruments in a Romanian enterprise - RESCOPA S.A.: Category Management, Efficient Replenishment, Value Chain Analysis
- ✓ initiator, within the Romanian academic environment, of the ECR Department at “Valachia” University, Targoviste, May 2000
- ✓ organizer: „ECR Academic Partnership Symposium – Romania” in 2005, 2006, 2009 and „ **SCM 4 ECR** Conference” in 2010, 2011, 2012, 2013, 2014, 2015
<http://www.ecr-uvt.ro>

Founder and Editor-in-Chief „Supply Chain Management Journal”, 2010,
<http://www.scm-journal.com>

References

- “Who is Who / What is What “, Institutions and specialists in Management from Romania, Yearbook (1995-1996);
- “The Dictionary of Specialists in Science and Technology, 2000”, Tehnica Press, 2000;
- "Man of the Year 2001", The American Biographical Institute
- Member of "The Research Board of Advisors", The American Biographical Institute, 2002
- "Protagonists of the Economic Life ", Economica Press, 2002
- “Who’s Who in Romania”, Pegasus Press, Bucharest, 2002
- “The International Directory of Distinguished Leadership” Eleventh Edition, The American Biographical Institute, 2003
- “Personalities and representative organisations from quality ground in Romania”, IRCE (European Institute for Education and Quality), 1St Edition, Bucharest, 2004

Implementations

- I. Benchmarking:** Romcarbon, UM 02512, Mirsand, Teleelectron, Top Construct, Rom Electric Group, Roval Group, Romtrans, Ardaf, Bipeda Alarm, Bipeda, Institutul pentru tehnologie avansata, Electromagnetica, Avioane Craiova, UM 1434, General Conf Grup, Romprim, UTI Grup, UTI Systems, Maguay Impex, Teletehnika Engeneering, A-E Electronics;
- II. Strategic Planning with Deployment Objectives. The system: The Balanced Scorecard:** Romatsa, Mat Craiova, Luxten;
- III. Supply Chain Management:** Director of Programme at FIATEST- www.fiatest.ro (Cramele Halewood., Uniconf, Chircu Prod-Impex., Constam Metal si Industriale, Constam Constructii si AmbientT);
- IV. Strategic Planning:** Project Phare 2005/017 – 553.04.02.02.01.416 Quality Management. Safety & traceability at ROMALIMENTA, March 2008;
- V. Strategic Planning with Deployment Measurable Objectives:** Project Phare /2005/017-553.04.02; Valahia University of Targoviste for: Petrom, Petromservice and Conpet –Dambovita, Arges and Prahova County

Foreign

French - advanced

Languages

English - medium