



PERSONAL DETAILS

Adriana Nae
Bucharest, Romania

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DOB: 29/07/1968

POB: Bucharest

Driving license: Yes

Nationality: Romanian

AREAS OF EXPERTISE

Project Management

Consultancy on medical projects

Feasibility studies

Financial Leasing

Retail / Corporate Sales

Cash Management

People Management

Client Management

Executive Assistance

Customer Services

Sales and Marketing

Nutrition

PROFESSIONAL

Advanced English

*Basic French and
Italian*

Excellent computer skills

Result driven

Adriana Nae

WORK EXPERIENCE

Decizieoncologica.ro

ONCONUTRITION CONSULTANT

May 2025 - Present

Personalized nutritional recommendation within the multidisciplinary team that offers a second opinion to oncology patients.

Medisprof Piatra Neamt

ONCONUTRITION CONSULTANT

April 2024- Present

Nutritional management for oncology patients to maintain the functional capacity of the body, maintain the quality of life, to avoid complication, to increase the tolerance to the oncological treatment, to ensure the success of cancer treatment and improve the prognosis. Management of eating disorders induced by various forms of oncological treatment or by the pain, fear or anxiety associated with oncological conditions.

Medisprof Cancer Center Cluj

ONCONUTRITION CONSULTANT

July 2020- Present

Nutritional management for oncology patients to maintain the functional capacity of the body, maintain the quality of life, to avoid complication, to increase the tolerance to the oncological treatment, to ensure the success of cancer treatment and improve the prognosis. Management of eating disorders induced by various forms of oncological treatment or by the pain, fear or anxiety associated with oncological conditions.

Bio Terra Med SRL

NUTRITION AND ONCONUTRITION CONSULTANT

July 2018- Present

Weight management, recommendations for a healthy lifestyle and nutritional management for oncology patients to maintain the functional capacity of the body, maintain the quality of life, to avoid complication, to increase the tolerance to the oncological treatment, to ensure the success of cancer treatment and improve the prognosis.

Unicmed Invest SRL

MEDICAL PROJECTS ADVISOR

February 2018 – Present

UniCredit Leasing Corporation IFN S.A.

MANAGER MEDICAL DIVISION - VENDOR BUSINESS

May 2014 – February 2018

Retail Division

- Established the Medical Division

- Manage the private medical projects for the national retail / corporate sales team – 17 branches (x people)
- Consultancy on private medical projects for medical clients > 1 Mio Euro
- Verify the feasibility studies for medical projects
- Drive new business focused on medical clients and design company strategic products
- Develop and training the Underwriting department for imagistic and radiotherapy projects
- Supporting medical projects in the Credit Committee
- Responsible for achieving sales targets
- Work closely with internal and external sales teams marketing, finance and other departments in order to maintain maximum growth and identify, develop and close business
- Manage resources and budgets within budget guidelines according to Group strategy, current laws and regulations in a highly efficient manner
- Maintain and strengthen relationships with medical equipment vendors
- Keep up-to-date with the market situation and competitive environment, market watch
- Public presentations on medical events

Main Achievements:

- Increase sales results year on year by 67% in 2016 vs. 2015, 69% in 2017 vs. 2016
- 10 strategic clients from the private medical services market (imagistic centers) and 2 private cancer centers.

Banca Transilvania – Divizia Pentru Medici / BT Medical Leasing IFN S.A./ Medcredit Leasing IFN S.A.

MEDICAL COMMERCIAL MANAGER / RELATIONSHIP MANAGER MEDICAL SUPPLIERS

February 2006 - May 2014

- Lead the contacts with medical suppliers, deal with them the best prices and negotiating contracts
- Prepares technical offers for the leasing application approval
- Coordinates and maintains the business relationship with the new and existing clients
- Verify the feasibility studies for private medical projects
- Ensures that the organization and its mission, programs, products and services are consistently presented in a powerful, positive light to relevant stakeholders
- Public presentations on medical events

• **Main Achievements:**

- Develop and manage the medical equipment section on the company's website
- Increased sales results

Global Medrom S.R.L.- International Fertility Medical Center

MARKETING MANAGER / EXECUTIVE MANAGER

January 2004 – February 2006

- Marketing analysis and promotional activities
- Monitoring the performance of the services in the field
- New client identification
- Responsible with customer care
- Organize and follow up medical events
- Monthly and annual report activities
- Other related duties

Main Achievements:

- Increased sales results

- Increased the number of clients

S.I.T.E.A Romania S.R.L.

PRODUCT & KEY ACCOUNT MANAGER (Dental equipments)

June 2003– January 2004

- Activities related to product knowledge, permanent contact with the suppliers
- Main responsibilities in tenders and projects
- Make promotional campaigns and public presentations for new products
- Deal with technical offers
- Participate and follow up for Dental Exhibitions and medical events
- Identifies and coordinates the business relationship with the clients (dentists)
- Report activities

Main Achievements:

- Increased the number of active clients from zero to 150.

Medicredit Leasing IFN S.A.

COMMERCIAL MANAGER

May 2002 – June 2003

- Define the medical leasing segment strategy for short and medium term
- Identify the client target groups and organizing the appropriate channel of distribution
- Define the products and organizing commercial initiatives
- Provide feedback and support for promotional materials (PR & marketing)
- Offer support to branches (12)
- Coordinates and maintains the business relationship with the new and existing clients (medical doctors)
- Keep up-to-date with the market situation and competitive environment, market watch
- Deal with technical and financial offers
- Annual activity report

Main Achievements:

- Increased the number of active clients from zero to 150.

Dentotal Protect S.R.L.
RELATIONSHIP MANAGER - EXECUTIVE MANAGER
August 1999 – December 2001

S.C. Calmodent S.R.L.
DENTIST
January 1999 – August 1999

ACADEMIC QUALIFICATIONS

Master of Nutrition and Food Safety
UMF Carol Davila - Bucharest

Class 2015-2017

Work of Dissertation “The role of dietary supplements in the oncology therapy”, in collaboration with SECOM and Medisprof Cancer Center.

Faculty of Dentistry
UMF Carol Davila – Bucharest

Class 1989 - 1995

Dentist

COURSES

2006 The Romanian Bank Institute (IBR) Medical Investment Advisor

2014- 2018 UniCredit Leasing Communication Skills , Time Management, Influencing and Negotiating, Project management

2017 UMF Carol Davila Therapeutic notes in oncology. The importance of the tumor metabolic profile in the choice of personalized therapy.

2017 UMF Carol Davila Integrative protocols in metabolic syndrome, obesity and diabetes.

2017 UMF Carol Davila Oncology: Integrative approach of neoplastic disease. The role of nutrition, biological and metabolic type in the definition of personalized therapy.

2018 UMF Carol Davila Innovative concepts in allergology and dermatology. The role of environmental factors, microbiome and personalized nutrition.

2018 Training Romania Project Manager

2018 ANA ASLAN International Foundation Precision Nutrition: Using Nutrigenetics to Defining the Individual Nutritional Needs

Volunteering within the oncology support groups Fit Cancer Survivor and Grup Suport Oncologic-Sibiu

PERSONAL SKILLS

Able to meet tight deadlines

Handle multiple projects simultaneously

Ability to relate to different levels of professionals

RELEVANT SKILLS

Technical Skills

- Proficient in using main Microsoft Office applications and specialized packages.
- Word processing – experience in producing documents and correspondence to a professional standard using Word software.
- Excel and PowerPoint as part of the reporting and presentation and projects responsibilities, competent in using the web particularly in research.

INTERESTS

Traveling

Painting

Music

Movies

- Comfortable handling technical equipment and quick learner.
- Proactive approach – I rather take actions by creating or controlling a situation / task than just to resolve it after it has happened.

Team Work

- Accustomed to working in large teams of a multinational environment where co-operation is essential for reaching the business goals and revenues.
- Working with other people gave me the possibility to learn a lot about being patient and reliable.

Communication

- Confident verbal communication skills as demonstrated by continuous interaction and collaboration with both internal and external clients.
- Able to inspire a positive attitude, honest and friendly approach

Problem solving

- Able to deal with problems calmly and efficiently as shown on a regular basis. Careful to adapt to situations in a diplomatic manner, practice active listening and ask appropriate questions to get to the root of the problem.
- Work with people to help identify options and agree the next course of action.