



MONICA COSTEA

📍 Bucharest

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PERSONAL INFORMATION

Growth enthusiast with a focus on Impact through People, Sales and Projects | People Connector

EXPERIENCE

CORPORATE PARTNERSHIPS MANAGER, 09/2024 - Current

Asociația Școala Înceдерii

- Pitched our programme to a series of potential corporate clients and large organisations in order to ensure the budget.
- Collaborated with the marketing department to create targeted campaigns.
- Cultivated strong and positive relationships with prospective clients through interpersonal and rapport-building interactions.
- Analysed market trends and customer feedback to inform strategic business decisions and product development.

BUSINESS DEVELOPMENT SPECIALIST, 11/2022 - 04/2024

Upswing - SEO and Content Marketing, Bucharest, Romania

- My key responsibilities include delivering pitches, client recruitment, market scanning, client servicing, and contract management.
- Successfully recruited clients for packages ranging between €1,000 and €10,000 per month.

PROJECT MANAGER, 07/2020 - 07/2022

Climb Again, Bucharest, Romania

- Managed the Inclusion through Climbing initiative, impacting 100 beneficiaries with intellectual and physical disabilities.
- Set up and managed a volunteer program with 30 volunteers, delivering weekly climbing sessions and personal development workshops.
- Led a team of experts to complete an academic study on the therapeutic effects of climbing.

PROJECT MANAGER, 09/2016 - 09/2018

The Little People Romania, Bucharest, Romania

- Implemented the "I am not afraid" program in one of the top paediatric oncology sections in Bucharest.
- Coordinated a team of 14 volunteers aged 16 to 40 to provide psycho-social support to young cancer patients.
- Organized and participated in events and fundraising campaigns, maintaining relationships with various corporate and non corporate stakeholders.

SALES AND MARKETING SPECIALIST, 02/2014 - 02/2017

Learning Ecosystem, Bucharest, Romania

- Developed the strategic road map and marketing plan for the organization.

- Represented Learning Ecosystem in client and partner relations.
- Co-delivered training and team building sessions

DIRECTOR OF MARKETING AND COMMUNITY RELATIONS, 01/2010 - 10/2013

Fundatia Varlaam Mitropolitul, Iasi County, Romania

- Direct contribution in building the brand of the foundation from ground 0.
- Created and implemented the marketing strategy with focus on the brand personas identified
- Management of marketing and media partners and service providers

SENIOR EVENT COORDINATOR, 04/2011 - 09/2013

Ai Copil parenting events

- "Ai Copil" is a community for parents with a vivid interest in their personal development in this role.
- As Senior project manager, I have coordinated the efforts of a team of 7 that has organized 5 conference editions to date that have welcomed more than 2000 parents in Iasi to develop their parenting skills.

ASSISTANT PROJECT MANAGER, 04/2010 - 08/2013

iPlan - The Network, Bucharest, Romania

- Co-responsible for the acquisitions done within the project, tracking and implementation of activities approved for financing and the reporting process towards the Regional Headquarters of the Eu Funds Management Institution

DIRECTOR, AIESEC INTERNATIONAL (CENTRAL EASTERN EUROPE), 05/2008 - 07/2009

AIESEC International, Netherlands

- As Director for AIESEC International in Central Eastern Europe, I managed 27 countries across the region, consulting them towards achieving organizational KPIs.
- I created agendas for international conferences for 100 to 800 participants from up to 120 countries
- I managed a regional budget and reported to an external Board of Advisors.

PRESIDENT, AIESEC IN ROMANIA, 05/2007 - 05/2008

AIESEC in Romania, Bucharest, Romania

- Based in Bucharest, I was managing a team of 9 full-time staff responsible for the running of AIESEC Romania.
- We developed, managed and tracked for 14 months all operations in our 13 local offices and coordinated 900 members across Romania.
- Fundraised and managed a budget of 100k eur.

SKILLS

- Partner Relationship Management
- Strategy and Operations
- Project Management
- Training and mentoring
- Sales and market development

EDUCATION

Academy of Economic Studies, Bucharest, 01/2007

Bachelor: International Economic Relations

**WEBSITES,
PORTFOLIOS AND
PROFILES**

www.linkedin.com/in/mcostea

LANGUAGES

Romanian: First Language

English: C1
Advanced

French: A2
Elementary

Spanish: A2
Elementary

HOBBIES AND INTERESTS

- Sports, climbing, reading, writing, trekking, art enthusiast