

Adrian Cioranu

Personal information

Romanian and Canadian citizen

Professional profile

Initiated, managed and implemented international projects at a global scale. Managed and developed strategic initiatives spanning from local to regional and global markets to deliver high quality product and service value. Extensive international government relations expertise at the United Nations and pan-European level. Efficiently communicated with internal and external stakeholders and aligned goals through negotiations and active involvement of decision makers.

Languages: **English, French, Italian, Spanish, Romanian**

Professional experience

Director Training and Communications, Technical Program Manager April 2016 - Present

EUROCAE – European Organization for Civil Aviation Equipment, Paris, France

- Represent aviation equipment manufacturers' interests at European level and in relation to the United States' standardization organizations
- Oversee the development of standards and deliver tangible results by reaching global system interoperability across the aviation industry
- Set up, develop, and head the training program of the organization
- Direct all external communications and maintain stakeholder and international relations
- Manage the work program and activity of 11 working groups involving over 600 experts and officials representing manufacturers, air navigation services, airline and airport operators, the Federal Aviation Administration (FAA) in the USA, the European Aviation Safety Agency (EASA), and the European Commission

President of the Board

August 2016 - Present

Aviation Infrastructure Management Solutions (AiMS), Fribourg, Switzerland

- Set the strategy and manage the budget of the company
- Represent AiMS and chair shareholders' meetings

Director General & CEO

September 2013 – August 2016

Aviation Infrastructure Management Solutions (AiMS), Fribourg, Switzerland

- Initiated and led the development of AiMS as the first e-toolset for airport organizational safety and economics, to optimize resources, manage risk, and maximize compliance with UN ICAO airport safety standards
- Lobbied governments, international organizations, and industry stakeholders to create an international network and to provide concrete solutions for, and reach tangible improvements of, the airport system
- Managed the multidisciplinary team composed of experts located in Europe, Asia-Pacific, North America and Africa to develop AiMS as a global Program for airports and states
- Developed training and technical cooperation programs to foster certification of airport operators by the national authorities

Project Manager, Airport Excellence Program (APEX) October 2011 – September 2013

Airports Council International World (ACI), Montreal, Canada

- Designed, implemented and managed at a global scale the APEX airport safety program
- Developed strategy to scale up the APEX program by expanding the program to emerging markets through negotiations with the United Nations, regional organizations, and national governments
- Performed management consulting, designed scenario process and risk assessments, set goals and milestones, and presented proposals to senior management of airports on 4 continents
- Led on-site audits of airports in Latin America, Africa, Europe and Asia-Pacific, wrote reports to synthesize key findings and proposed appropriate follow up process, training and workshops
- Coordinated media communications with the HQ and the regional offices, held press conferences and provided interviews to foreign press and televisions

Consultant Airline Operations

September 2007 – September 2011

International Air Transport Association (IATA), Montreal, Canada

- Managed the Airline Maintenance Cost Reduction Program and the Task Force – Steering Committee relations, as well as liaised with over 150 airlines worldwide
- Developed the cost management program by boosting cost analysis capabilities and enhancing data reliability while using a project management approach
- Produced the annual IATA airline maintenance cost executive analysis
- Developed strategy for the implementation of airport capital expenditure (CAPEX) project designed to assess and reduce the impact of projected multi-billion dollar investments on airport fees

Alternate Representative to UN-ICAO Council **September 2007 – January 2011**

Romanian Delegation to the Council of the UN-International Civil Aviation Organization (ICAO), Montreal, Canada

- Managed the development and implementation of the joint United Nations (ICAO) / Central European Rotation Group (CERG) Program on Safety Management involving airports, airlines, air traffic control agencies and civil aviation authorities from 7 states in Central and Eastern Europe
- Designed and presented scenarios to prioritize and implemented new aviation projects on behalf of the seven states part of CERG
- Led meetings of the European Union member states to coordinate a common strategy for the UN-ICAO Council meetings
- Negotiated new long-term cooperation agreement on aviation matters with experts representing civil aviation stakeholders from the states part of CERG
- Advised the Romanian government on the strategy for aligning national civil aviation authority procedures and regulations to international safety and infrastructure standards

Adviser to the Director General **September 2006 – January 2007**

Romanian Airport Services S.A., Bucharest, Romania

- Led the ISO 9001 certification team and approved project implementation on behalf of the management
- Conducted market research and prepared studies for the Romanian National Association of Aviation Private Operators regarding airport charges
- Conducted sensitivity analysis and established business plans for helicopter operations, air taxi venture, and low cost airline start-up
- Evaluated processes and recommended new strategies to increase process efficiency
- Selected e-system as well as specified project requirements to ensure monitoring of resources and costs allocation within the company

Ground Operations Officer **June 2005 – August 2005**

Romanian Airport Services S.A., Bucharest, Romania

- Performed project analysis and executed aircraft ground handling operations
- Recommended ways to improve passenger facilitation on Bucharest Baneasa International Airport through enhanced cooperation with stakeholders (airport operator, immigration and customs, airlines and other service providers)

Assistant Director **March 2001 – March 2003**

Bayer International S.A., Fribourg, Switzerland

- Performed sales and marketing activities for the Middle East and Africa (MEA) markets and approved all product orders shipped to these markets
- Liaised with 40 Bayer offices and 20 management, production and logistics units involving over 250 people in 45 countries
- Managed customer relations for key accounts in the MEA region

- Championed user implementation of SAP software in the MEA region
- Managed strategic matters on behalf of the Sales and Marketing Manager for MEA
- Analyzed and channeled market intelligence to and from MEA and Bayer HQ in Germany

Attorney at law

December 2000 – July 2003

Ion Dragne Law Office, Bucharest, Romania

- Provided legal advice in the area of civil and commercial law
- Established and structured new business operations
- Represented clients by engaging in trials, gave opinions and drafted court documents
- Acted as mediator to avert costly trial for the parties involved

Memberships and affiliations

Romanian Bar Association

Rotary Club of Paris

International Foundation For Aviation And Development (IFFAAD), Montreal, Canada

World Aviation MBA's Association, Montreal, Canada

The European Alumnae and Alumni Association of McGill IASL, Munich, Germany

West – East Interaction Group (WEIG), Fribourg, Switzerland

Education

Master of Business Administration in Aviation (MBA) 2005-2007

Global Aviation MBA Program, Concordia University, Montreal, Canada

Master of Laws (LL.M.) 2003-2005

McGill Institute of Air and Space Law (IASL), Montreal, Canada

Thesis: Facilitation versus Security

Bachelor of Juridical Sciences & International Relations 1996-2000

Nicolae Titulescu University, Bucharest, Romania

Lecturing experience

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| 2007 – 2016 | Speaker at international aviation conferences and events organized by Airports Council International, International Air Transport Association, McGill Institute of Air and Space Law, Flight Safety Foundation |
| 2007 | Aviation Facilitation and Security seminar – Bucharest Polytechnics University, Aviation Engineering Faculty |
| 2006 – 2007 | Instructor for aviation regulatory environment and economics - Romanian Airport Services S.A. |