

COZMIN PADURARU

SENIOR OPERATIONS SPECIALIST

CONTACT

0743365979

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Bucharest, Sector 3

linkedin.com/in/cozmin-paduraru

EDUCATION

2020 - 2022
UNIV. ALEXANDRU IOAN CUZA

- Master of Strategic Human Resource Management

2017 - 2020
UNIV. ALEXANDRU IOAN CUZA

- Bachelor of Business Administration

SKILLS

- Project Management
- Vendor Communication
- Stakeholder Engagement
- Team Leadership
- Mentoring and Training
- Financial Analysis
- Google Sheets (expert level)
- Looker, Dashboarding
- Process Automation
- Supply Chain Consulting
- Statistical Analysis
- Event Coordination
- Office, Asana, SPSS, VBA, HTML

LANGUAGES

- English (Fluent)
- French (Basic)
- Spanish (Intermediate)

PROFILE

Senior Operations Specialist at a global mobility platform, with a background in program and people management at a multinational. Experience launching and scaling strategic partnerships, from commercial setup and financial modeling to deployment and performance reporting. Data-driven and execution-focused, with expert-level Google Sheets, Looker dashboarding and process automation.

WORK EXPERIENCE

Senior Operations Specialist
2025 - PRESENT

Bolt Romania

- Owned vehicle financing partnerships in Romania end to end: commercial terms, financial models, operational setup, payments and performance reporting.
- Scaled the flagship partnership from a 100-vehicle pilot to 400 active vehicles, extending the agreement to 2030 and managing batch deployments with the partner, fleet owners and local authorities.
- Contributed to the launch of two further vehicle financing programs: financial models, operational setup, reporting, offer creation and negotiation.
- Reviewed two legacy co-invest projects, recommended closing them and agreed a recovery framework with both fleets.
- Built a live performance dashboard and automated monthly leadership reporting on vehicle counts, activity and results against targets.
- Analyzed market demand to plan the 2027 expansion; currently negotiating the next agreement.
- Acted as senior point of contact for partners and fleet owners, resolving complex operational and commercial issues.

Team & Program Manager
2024 - 2025

Amazon Romania

- Managed a team of 15 Financial Consultants and two programs across the EU and Turkey, owning both strategy and business growth.
- Raised program usage from 50% to 90% in the EU and from 10% to 60% in Turkey.

Program Manager
2023 - 2024

Amazon Romania

- Led program expansion into Turkey through stakeholder engagement, marketplace analysis and staffing.
- Built the training and mentoring process followed by 40+ Financial Consultants.
- Ran headcount planning aligned with leadership objectives.



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WORK EXPERIENCE (continued)

Financial Deductions Consultant 2022 - 2023
Amazon Romania

- Provided financial consultancy to internal stakeholders and Amazon vendors.
- Monitored and maintained operational excellence of Amazon vendors.
- Developed internal quality mechanisms and efficiency projects.

Senior Compliance Associate 2021 - 2022
Amazon Romania

- Ensured chemical products carried the documentation required to be stowed safely in the Amazon supply chain.
- Translated documents to meet Spanish regulatory requirements.

Founder and CEO 2019 - 2022
PDU Instruction

- Provided management consultancy to local sports businesses to improve efficiency and recover from the COVID crisis.
- Responsible for all company processes, including accounting and marketing.

Marketing Specialist 2020 - 2021
Mincode

- Researched consumer trends and competitors to identify opportunities for product positioning and growth.
- Designed, implemented and managed social media campaigns promoting the company's services.

Operations Manager 2019 - 2020
Stomart Basketball Club

- Organized local and international events and tournaments.
- Managed inventory, tools and conditions for coaches.
- Developed the English version of the club website.
- Primary point of contact for all clients.