

## PERSONAL INFORMATION Erik Barna

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Sex Male | Date of birth 30/09/1976 | Nationality romanian

JOB APPLIED FOR  
POSITION  
PREFERRED JOB  
STUDIES APPLIED FOR  
PERSONAL STATEMENT

Digital transformation is important for many industries, however, for the insurance sector it's a business priority. Digitalization offers opportunities to increase efficiency, offer new services, build better customer relations and combat fraud, but it also presents companies with new challenges. My passion is to help the insurance industry to overcome the technological challenges, leveraging the latest insurtech solutions.

## WORK EXPERIENCE

April 2004 - Present **Founder and CEO**

LIFE IS HARD SA, Avram Iancu, nr 500, Floresti, Cluj

- Exercises the organizational, management and administration competencies
- Ensuring the performance of the tasks established by the Board of Directors
- represented the company in front of public authorities and in relations with legal persons, romanian and / or foreign.
- Supervises the activity of the executive departments in order to achieve the Company's objectives and especially the profit, maximizing it, increasing the turnover and occupying a market share as favorable to the company
- Check the activity of the subordinate directors;

**Business or sector** Life is Hard is the leading solution provider for the Romanian InsuranceBrokers. Through our B2B2C platform we subscribe each year, more than 40% of the total Romanian Insurance Market

November 2018 - Present **Founding Board Member**

Fintech Guardian, Sofia, Bulgaria

**Business or sector** FintechGuardian is the first Non Governmental Organization that is dedicated to protection of Fintech consumers. Presently we cover Macedonia, Bulgariaand Romania.

October 2016 - Present **Board of Directors Member**

CLUJ IT Cluster

**Business or sector** Cluj IT is a cluster based organization formed of active organizations in the information technology field: providers of software services and solutions, universities and research institutes, public bodies and other catalyst organizations.

February 2016 - Present **Board of Directors Member**

NOAH WATCH

August 2015 - August 2016 **Advisor**

**Business or sector** Replace with type of business or sector

THIS IS NOT A STORM

- Digital Transformation Adviser

**Business or sector** Replace with type of business or sector

May 2014 - Present **Member Board of Directors**

Barandi Solutions

**Business or sector** Barandi have 8+ years on the Romanian and especially on the international markets innovation, early adoption, flexibility, adaptability, integrated solutions, 10+ years experience with established technologies such as PHP and SQL databases, 7+ years experience with front-end development technologies, such as HTML5, CSS3, JavaScript.

December 2003 - September 2008 **Technical Manager - Romanian Branch**

ACSE

- Ensure the right evaluation of the complexity of projects by correctly assessing the period of time and resources needed to complete the requirement
- Coordinate across multiple departments the requirements capture, develop project deliverable, assign task sources, monitor project status
- Control budget
- Prepare periodic reports, progress, status or other special reports for management
- Ensure the resource planning by evaluating the number of people and their qualification necessary for the team jobs requirements
- Evaluate project effectiveness by developing and implementing improved methods; analyze results and takes proper action based on outcome
- Coordinate the sites activity

**Business or sector** ACG Software is a branch company of ACSE Spa created through Italian Funding in Romania during 2003. Its field of activity is in the provision of information technology services to national and international clients, mainly through the development and implementation of software applications for the Internet.

February 2002 - December 2003 **Software Developer**

Nivis

- Internet software development: e-commerce, portals, web parts for Microsoft
- SharePoint Portal; ActiveX and DCOM components development IT Consultancy, Secured Payment Systems Integration, Payment Processing Systems

**Business or sector** Nivis is the world leader in the design, development and deployment of wireless data acquisition networks. The company's innovative engineers and licensed technology enable customers to rapidly build highly reliable, massively scalable wireless sensor and control networks.

June 2000 - January 2002 **ASP Software Developer**

Fiansystems

- Replace with main activities and responsibilities

**Business or sector** Fian Design System is an software services provider with a wide range of competences and focusing its activity on four main areas: Performing software solutions for textile and clothing industries. Printing Solutions in textile and advertising sectors. Comprehensive desktop/internet sale automation and CAD tools in wooden stairs, kitchen and bathroom industries. Offshore software development services Creation of drawings, 3D objects and interactive catalogues for kitchen and bathroom industries

## EDUCATION AND TRAINING

1995 - 1999 **Economist**

University of Petrosani, Faculty of Sciences

- Significant computer course work: Pascal, Software Engineering, Dbase, Delphi, SQL, Pascal, Database Development and Administration, Microsoft Office, GUI development, Internet Technologies, HTML, Computer Networks, UNIX (Solaris), MS Windows, Dos, PC Hardware

1991 - 1994 **Analyst Assistant**

National College of Informatics Petrosani

## PERSONAL SKILLS

Mother tongue(s) Romanian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
Hungarian	C1	C1	C1	C1	C1
French	B2	B2	B2	B2	B2
Italian	C2	C2	C2	C2	C2

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user  
[Common European Framework of Reference for Languages](#)

Communication skills

- good communication skills gained through my experience as CEO
- active listener
- adapting my communication style to the audience
- giving and receiving feedback

Organisational / managerial skills

Business analysis.  
 Marketing and Business Strategy  
 Project Management (Scrum, Prince, Waterfall)  
 Software Product Management  
 Economic-financial management  
 Business analysis  
 Software design and development  
 Software Architectures  
 Leadership