

SERGIU CĂPÎLNEAN

Born on 19 December 1988, Romanian nationality, near-native English speaker

<https://www.linkedin.com/in/sergiu-capilnean-b6932144/>

Currently tackling the challenge of building comprehensive, high-quality AML and TFS data sets. Able to contribute to project success throughout the decision chain, from technical analyses to high-level discussions. Comfortable in large corporations, NGOs and startups. Hardworking, and quick to master new skills, with a track record of working cross-functionally to deliver projects on time with high quality under tight deadlines and shifting priorities.

EXPERIENCE

JANUARY 2019 – PRESENT

INTERNATIONAL AFFAIRS RESEARCH ANALYST, COMPLYADVANTAGE, CLUJ-NAPOCA

Product development for anti-money laundering and targeted financial sanctions data sets for compliance software. Responsible for coordinating research execution for politically exposed persons coverage, after driving improvements in data quality and in conceptual standardization for targeted financial sanctions and regulatory enforcement watchlists data sets.

Main achievements so far:

- Developed and implemented research methodologies applicable across multiple jurisdictions
- Developed coverage benchmarking allowing better prioritization of development efforts

AUGUST 2018 – NOVEMBER 2018

BUSINESS ANALYST, FEDERATION OF ASSOCIATIONS OF ENERGY UTILITY COMPANIES (ACUE FEDERATION), BUCHAREST

Support function for Romania's most important Employers' Organization for electricity and gas supply and distribution. Responsible for managing industry working groups, achieve overview of industry issues, support development of industry studies, with a role in policy analysis and crisis communication.

Main achievements:

- Successfully supported building industry position, aligning competing views on complex regulation for electricity distribution incomes for next 5 years within 2 weeks from employment.
- Developed and launched legislative monitoring service across all central regulatory levels.

NOVEMBER 2014 – JULY 2018

PUBLIC AFFAIRS EXPERT, OMV PETROM, BUCHAREST

Corporate support function with the largest oil and gas producer in South-Eastern Europe, acting as liaison with central authorities. Hired after a summer internship in 2014, developed through commodities crash and market de-liberalization, evolved to supporting policy development for Romania's largest investment.

Main responsibilities included policy early warnings based on public information, representation in industry working groups and in relation with authorities, working with business and other stakeholders to prepare company positions and developing channels and messages to communicate industry impact.

Main achievements:

- Developed and secured approval for relaunch strategy of an employers' federation.
- Developed and delivered several intelligence products for top management.

INTERNSHIPS

JANUARY 2014 – APRIL 2014

INTERN, BLACK SEA TRUST OF THE GERMAN MASHALL FUND OF THE UNITED STATES, BUCHAREST

Delivered daily press reviews covering economic and political developments in the Black Sea region, supported policy event management and grant making activities for democracy NGOs in the region.

OCTOBER 2013 – FEBRUARY 2014

PUBLIC POLICY INTERN, ASPEN INSTITUTE ROMANIA, BUCHAREST

Provided informative research to develop Institute public programs, supported policy event management and development, maintained stakeholder database.

FEBRUARY 2013 – MAY 2013

STUDIES AND ANALYSES INTERN, EUROPEAN INSTITUTE ROMANIA, BUCHAREST

Provided summaries from conferences, academic papers and analyses focusing on EU affairs, supported policy event management, drafted internal materials.

EDUCATION

JUNE 2013

MASTER'S DEGREE, GEOPOLITICS, INTERNATIONAL BUSINESS AND TRADE, ACADEMY OF ECONOMIC STUDIES, BUCHAREST

Thesis on Geo-economics, describing competition for economic space, as opposed to geopolitical competition for geographic space, pursued via trade agreements and conditionalities.

JUNE 2011

BACHELOR'S DEGREE IN INTERNATIONAL BUSINESS AND TRADE, ACADEMY OF ECONOMIC STUDIES, BUCHAREST

Thesis on Geo-economic evolution of USSR and Russia, describing economic policies pursued with the purpose of maximizing USSR/Russia's geopolitical standing.

RELEVANT COURSES

ASPEN ENERGY LAB, ASPEN INSTITUTE ROMANIA, 2017

ENERGY POLICY: GEOPOLITICS, MARKETS, REGULATIONS, ENERGY POLICY GROUP, 2015

SEPTEMBER SCHOOL OF PHILOSOPHY, ECONOMICS AND POLITICS, CENTER OF INSTITUTIONAL ANALYSIS AND DEVELOPMENT ELEUTHERIA, 2012

TOOLKIT

- **Google Search** - almost anything can be found using the right queries.
- **Word** - adaptable writer, from sensitive official letters to mass messaging.
- **Excel** - proficient in running analyses and simulations, quick to develop new uses.
- **PowerPoint** - tailored to drive decisions, educate audiences or deliver findings.