

Alin DROSU

Work Experience

2006–Present Romanian Automobile Club (ACR) Bucharest

Deputy Director

Managing and ensuring the daily activity of the following departments: marketing, roadside assistance, road safety.
Developing grants proposals for road safety and motor sport (developing the working plans, budgeting, risk assessment and monitoring plan).
Ensuring project management for all projects implemented by ACR, including the projects with international funding as road safety and motor sport grants.
Liaising with the national and international partners, including FIA (International Federation of Automobile) and all the European motor clubs, as well as other stakeholders as EuroRAP, FIA Foundation, etc.
Developing tailor made trainings programs for internal needs and organizing and providing training sessions for the employees of the Head Office and local branches.
Organizing workshops and conferences.
Implementing the work health and fire safety procedures, assessing the risks and organizing periodical safety trainings.
Developing the network partners, implementing the Quality Management System according to ISO 9001:2015, contracts negotiating and management.
Conducting road safety researches, implementing of the ACR road safety campaigns and disseminating the results.
Attending to various international meetings, seminars, conferences and trainings.

Key Achievements:

I've successfully managed in getting international grants for the following projects:
"One second for your life" – an educational road safety project for pupils 7 – 15 years (2012).
"My World 2015" – a national road safety campaign for promoting, mobilization and participation of the public to UN MyWorld2015 survey and voting of "Better Transport and Roads" (2015).
"Official Safety Training Program" – a training program for all ACR motorsport officials on safety procedures (2013).
"Young Driver Safety Program" – a training program for young drivers regarding the safety on road traffic and motorsport (2014).
"Motorsport Safety Development Program" (2015)
"Think Bikes" (2015)
"Junior Co-Pilot: Mr. Bear Driver" (2016).
"Try Motorsport" – project regarding the motorsport development for grassroots (2016).
"Identification the injury risks for kids on their way to school" – a research project in partnership with Pirelli (2017).
"Women in motorsport" (2017).
"Slow Down Romania" (2017).
"Romanian Grassroots e-karting motorsport development program" - 2018.
"Excellence e-driving Centers for Grassroots" - 2019, a dedicated program for all those kids that want to build a career in the electric motorsport.
Furthermore, I successfully implemented in Romania the following projects:
"Rescue Sheet on Board" (www.csb.acr.ro) - 2014: a program developed together the National Emergency Inspectorate, aiming to decrease the extrication time of the victims

that have been involved in a seriously road accident.

"#seatbeltb00bing" (2014) - an innovative road safety campaign. The safety message reached 7 million of Romanians and also 15 countries from 5 continents (<https://vimeo.com/121357140>).

"Street View Test" (2015) – the first platform from the world that uses Google Street View to create online driving school tests (<https://vimeo.com/128567939>).

"Mr. Bear Driver" (2016) - Road safety education App that educates both kids and parents that travel in the same car (<https://www.youtube.com/watch?v=GIZ8r3Cg26I>). The app has been implemented in other countries and is available in 4 languages.

2001 - 2006

Romanian Automobile Club (ACR)

Bucharest

Call Center Manager

Ensuring running of the call center's daily operations by supporting the call takers to successfully solving the roadside assistance missions for members and customers.

Providing training to all call center employees in case of new contracts or business assistance products.

Ensure the management of various projects developed within ACR, including, but not limited to IT, training, road assistance, membership development, road safety, motorsport safety and development, etc.

Preparing daily, monthly and weekly report to the management and Executive Board.

KPI monitoring and analyzing call-center statistics. Evaluating individual and overall performance and conducting internal audits in order to improve the services' levels and quality of the roadside assistance services.

Liaising with the car manufacturers, leasing companies and car dealers and organizing regular meetings in order to analyze the overall quality of the assistance contracts.

Liaising with European motoring clubs (FIA members) in order to develop new assistance and membership products tailored for B2C and B2B. Attending to various international meetings with all motoring clubs for tailored trainings and workshops.

National coordinating of the assistance contracts.

Coordinating of the invoices processes (services provided to European members and customers).

Assisting ACR's management in developing and implementing new projects and products.

Road safety and advocacy events organizing.

Key Achievements:

Implementing the first ACR electronic membership database in all branches and headquarters.

Introducing and developing the medical assistance business.

Expanding the ACR partners' network and growing the assistance business with 300 %.

Implementing "InfoCenter", a local intranet which contains information about road assistance teams' contact details, traffic and weather, rent a car companies, etc. This information is used by call takers in deploying the assistance services.

Getting and signing new assistance contracts

1999–2001

Romanian Automobile Club (ACR)

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Key Account Executive

Supporting membership department in organizing road safety conferences and various events in association with the traffic police, Ministry of Transport and Ministry of Education.

Running a traffic information radio program on a daily basis.

Supporting the membership department in issuing the membership cards and updating the relevant databases.

Writing road traffic information articles in different newspapers.

Education

- 2014 – Present Transilvania University of Brasov Brasov, Romania
PhD candidate with the following thesis: **“Studies and researches regarding the environmental factors’ influence on road traffic and road accidents”**.

- 1992 - 1999 Polytechnic University of Bucharest Bucharest, Romania
Engineering and Management of the Technological Systems
Bachelor in Mechanical Engineering

- 1988 – 1992 Alexandru Lahovary Highschool Rm. Valcea, Romania

Licenses and Certifications

- 2013 University of Petrosani Petrosani, Romania
Risk Assessor for Work Health and Safety
Post graduate course on occupational safety.

- 2005 Polytechnic University of Bucharest Bucharest, Romania
Designing and Management of the European Projects
Project Management Certificate.

Spoken languages

- English – fluency in speaking, writing and understanding
- Romanian – as native speaker

Latest Trainings

- 2017 - "Improving teams in everyday leadership" by Lenz
- 2013 - Senior Officials Safety Program
- 2013 - Train the Trainer Program

Awards

- 2015 FIA Innovation Award in Road Safety for #seatbeltb00bing campaign.
- “ACR – The most creative client of the year” at Internetics Digital Award 2015 for all innovative road safety projects.
- Cannes Silver Lion for “ACR Street Test” (2016).
- 2017 FIA Innovation Award in Road Safety for "Mr. Bear Driver" project.
- Excellence in Road Safety Award granted by the European Commission and European Road Safety Charter for Mr. Bear Driver project (2017).
- Jacque Barrot Special Road Safety Award for “Mr. Bear Driver” project (2017)

Publications

- **Drosu A., Cofaru C.** (2017) *Estimating the Costs Caused by Road Traffic Accidents in Romania*. In: Chiru A., Ispas N. (eds) CONAT 2016 International Congress of Automotive and Transport Engineering. CONAT 2016. Springer, Cham. https://doi.org/10.1007/978-3-319-45447-4_98 (1 citation).
- **Drosu A., Cofaru C.** (2019) *Explanatory Models of the Weather Factors’ Influence on Road Traffic Accidents Produced in Romania in Different Road’s Features*. In: Burnete N., Varga B. (eds) Proceedings of the 4th International Congress of Automotive and Transport Engineering (AMMA 2018). AMMA2018 2018. Proceedings in Automotive Engineering. Springer, Cham. <https://doi.org/10.1007/978-3-319-94409->

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- **Drosu A.**, Cofaru C., Popescu M.V. (2020) Relationships Between Accident Severity and Weather and Roadway Adherence Factors in Crashes Occurred in Different Type of Collisions. In: Dumitru I., Covaciu D., Racila L., Rosca A. (eds) The 30th SIAR International Congress of Automotive and Transport Engineering. SMAT 2019. Springer, Cham. https://doi.org/10.1007/978-3-030-32564-0_30 (1 citare).
- **Drosu, A.**, Cofaru, C. & Popescu, M.V. *Influence of Weather Conditions on Fatal Road Accidents on Highways and Urban and Rural Roads in Romania*. Int.J Automot. Technol. 21, 309–317 (2020). <https://doi.org/10.1007/s12239-020-0029-4> (impact factor 1.245, 7 citations).
- **Drosu, A.**, Cofaru, C. & Popescu, (October 2021). Fatal Injury Risk Model (FIRM) of the Road Accidents that Occurred in Rainy Conditions – A Probabilistic Approach. Int.J Automot. Technol (impact factor 1.269). **Paper accepted for publication, scheduled for October 2021.**
- **Drosu, A.**, Cofaru, C. & Popescu, (October 2021). *A probabilistic approach of the single vehicle accident's severity*. **Abstract accepted, paper under first review** (The 31st SIAR International Congress of Automotive and Transport Engineering. AITS 2021).
- 56 articles published in “Autoturism” (ACR club magazine).

IT Skills

Proficient user of Microsoft Office, SPSS. Very good abilities in SEO (Search Engine Optimization) and Wordpress editing.

Other Skills

Very good abilities in presentations (in front of large audience) and as a communicator. Able to create and deliver tailored training programs, including train the trainer programs.