



Curriculum vitae Europass



Personal information

Name surname **IONESCU VASILE ALIN**
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Nationality (s) Romanian
Date of birth
Sex M

Professional experience

Period	2019-present
Occupation or position held	Assistant Professor, Family Medicine Discipline, UMF "Victor Babes" Timisoara
Main activities and responsibilities	Specific teaching activities
Period	2018-2020
Occupation or position held	Family Medicine Specialist
Main activities and responsibilities	Medical evaluation consultations and determining the eligibility for blood donation
Name and address of employer	Timisoara Regional Blood Transfusion Center
Type of business or sector	Health services
Period	2017-present
Occupation or position held	Managing partner

Main activities and responsibilities	<ul style="list-style-type: none"> - establishing and implementing the objectives, policies and operational procedures within the medical center - establishing and implementing development plans for the medical center - Selection, training and supervision of all medical staff - planning and coordinating the daily tasks of the staff - evaluation of the performance of the staff within the medical center - solving both administrative and operational problems (including maintenance installed computer systems and software applications) - managing and maintaining budgets as well as issuing invoices - statistics and data analysis - ensuring the connection between the medical center and the institutions: CAS, Ministry of Health - maintaining and updating the website - training of medical staff to ensure and provide quality medical services to patients - other administrative issues
Name and address of employer	Dr. Sandesc Medical Center, Mosnita Noua, Timis County
Type of business or sector	Health services
Period	2013-2016
Occupation or position held	Resident Family Medicine Physician
Main activities and responsibilities	Clinical and research activity
Name and address of employer	Timisoara Municipal Emergency Clinical Hospital
Type of business or sector	Health services
Period	2012-2016
Occupation or position held	General manager
Main activities and responsibilities	<ul style="list-style-type: none"> - establishing and implementing the objectives, policies and operational procedures within the medical center - establishing and implementing development plans for the medical center - Selection, training and supervision of all medical staff - planning and coordinating the daily tasks of the staff - evaluation of the performance of the staff within the medical center - solving both administrative and operational problems (including maintenance installed computer systems and software applications) - managing and maintaining budgets as well as issuing invoices - statistics and data analysis - coordination of medical studies carried out within the medical center - ensuring the connection between the medical center and the institutions: CAS, Ministry of Health - maintaining and updating the website - training of medical staff to ensure and provide quality medical services to patients - other administrative issues
Name and address of employer	Cardinal Med Medical Center, Timisoara
Type of business or sector	Health services
Period	2008-2010
Occupation or position held	Senior Medical Representative

Main activities and responsibilities

- promoting the products of the pharmaceutical company in the designated areas: Timis, Caras-Severin
- identifying opinion leaders that could favorably influence the promotion of the pharmaceutical brand: establishing collaborative relationships with these leaders to gain a competitive advantage.
- facilitating a good collaboration with the pharmacies in the designated areas.
- establishing a good collaboration relationship with the regional representatives of the drug distribution companies.
- elaboration of a regional business plan,
- identifying key opportunities for marketed products.
- budget management and elaboration of an action plan for achieving the sales target

Name and address of employer Astra Zeneca, Timisoara, Romania

Type of business or sector Promote pharmaceuticals drugs

Period 2006-2008

Occupation or position held Medical representative

Main activities and responsibilities

- promoting the company's products in the designated areas: Bucharest, Ilfov
- establishing good relations with opinion leaders, customers and representatives of distribution companies.
- achieving sales objectives and targets.
- providing relevant information and identifying market opportunities for medicinal products that can be used to develop a long-term marketing strategy.
- gathering key information that could contribute to the development of the designated area

Name and address of employer GlaxoSmithKline, Bucharest, Romania

Type of business or sector Promote pharmaceuticals drugs

Period 2005-2006

Occupation or position held Medical representative

Main activities and responsibilities

- maintaining and developing relationships with doctors in the designated area to achieve the company's objectives: promoting drugs, launching new drugs, covered areas: Bucharest, Giurgiu
- organizing presentations and conferences / symposia in accordance with topics suggested by the marketing department
- ensuring good sales force communication
- collecting key information that could contribute to the development of the business

Name and address of employer Pharco Pharmaceuticals, Bucharest, Romania

Type of business or sector Promote pharmaceutical drugs

Education and Training

Period 1998-2005

Qualification / diploma obtained Bachelor's degree

Main fields studied / skills acquired Medicine

Name and type of educational institution / training provider "Carol Davila" University of Medicine and Pharmacy, Bucharest

Level of classification of the form of education / training higher

Period 1994-1998

Qualification / diploma obtained | Baccalaureate diploma
 Main fields studied / skills acquired | Biology chemistry
 Name and type of educational institution / training provider | Traian College, Drobeta Turnu Severin
 Level of classification of the form of education / training | medium

Personal skills and competences

- Skills for organizing and managing working time
- Interpersonal communication skills
- Negotiation skills
- Strategic and analytical thinking
- Meeting the requirements and meeting the deadlines
- over 10 years of experience in the administration and management of some Medical Centers
- over five years of work experience in the pharmaceutical-drug promotion field
- Proven experience in working effectively with others, positions where communication is important and teamwork is essential
- experience in organizing presentations, symposia and congresses with many participants (doctors, pharmacists, nurses, pharmacy assistants)

Belonging to professional bodies

UMF "Victor Babes" assistant professor, member of the Timis Medical College

Language (s) default (s)

Romanian

Known foreign language (s)

self

English language

French

German language

Understanding		Speaking		Writing
Obedience	Reading	Join the conversation	Oral speech	written expression
B2	B2	B2	B2	B2
B2	B2	B2	B2	B2
B1	B1	B1	B1	B1

(*) [Level of the Common European Framework of Reference for Languages](#)

Social skills and competences

- SSM-medical staff manager - INCDPM "Alexandru Darabont"
- Communication & Presentation Skills - GlaxoSmithKline
- Territory & Business Management - GlaxoSmithKline
- High Impact Presentations - GlaxoSmithKline
- Professional Selling Skills - Achieve Global
- Territory & Client Management - Expand Health
- Time Management - Team
- People Management - TMI

Computer skills and competences

PC use - advanced level

Other skills and competences

A. Grants

B. Awards

Awarding research results - Articles, UEFISCDI Competition 2021

34	PN-III-P1-1.1- PRECISI-2021- 63712	2021-09-23 00:25:36	Intravenous iron infusion as an alternative to minimize blood transfusion in peri- operative patients	Scientific Reports	6,000.00	11	Article	Ionescu	Article	"VICTOR BABES" UNIVERSITY OF MEDICINE AND PHARMACY TIMISOARA	545.45	accepted

C. List of 10 representative works

1. Intravenous iron infusion as an alternative to minimize blood transfusion in peri-operative patients

Alin Ionescu , Abhinav Sharma, Nilima Rajpal Kundnani, Alexandra Mihăilescu, Vlad Laurențiu David, Ovidiu Bedreag, Dorel Săndesc, Anca Raluca Dinu, Mihai Alexandru Săndesc, Nicolae Albuiescu, Răzvan Gabriel Drăgoi

Springer Nature, Scientific Reports ISSN 2045-2322 (online),
<https://www.nature.com/articles/s41598-020-75535-2>,

FI 3.99

2. A 3 years follow up of a remarkable trilogy- thrombophilia, thrombosis and pulmonary embolism

Nicolae Albuiescu, Adrian Apostol, Iuliana-Roxana Albuiescu, Daniela Cipu, Aida Iancu, Vlad-Sabin Ivan, Roxana Buzas, Alin Ionescu , Stela Iurciuc, Mihaela-Viviana Ivan

Romanian Journal of Phlebology year X vol. X no. 1 2019, ISSN: 1583-3240, pp. 5

3. Complicated pulmonary embolism after vein surgery and ineffective thromboprophylaxis -a case report and follow-up

Nicolae Albuiescu, Adrian Apostol, Iuliana-Roxana Albuiescu, Daniela Cipu, Aida Iancu, Vlad-Sabin Ivan, Roxana Buzas, Alin Ionescu , Stela Iurciuc, Mihaela-Viviana Ivan

Romanian Journal of Phlebology year X vol. X no. 1 2019, ISSN: 1583-3240, pp. 12

4. A case of complicated bilateral pulmonary embolism in a young thrombophilia patient - follow up after DOAC therapy

Nicolae Albuiescu, Adrian Apostol, Iuliana-Roxana Albuiescu, Daniela Cipu, Aida Iancu, Vlad-Sabin Ivan, Roxana Buzas, Alin Ionescu , Stela Iurciuc, Mihaela-Viviana Ivan

Romanian Journal of Phlebology year X vol. X no. 1 2019, ISSN: 1583-3240, pp. 20

5. Benefits of prescribing low-dose digoxin in atrial fibrillation

Ciprian Ilie Rosca , Nilima Rajpal Kundnani , Anca Tudor , Maria-Silvia Rosca , Violeta-Ariana Nicoras , Gabriela Otiman , Elena Ciurariu , Alin Ionescu , Morariu Stelian , Abhinav Sharma , Claudia Borza , Daniel Florin Lighezan

<https://journals.sagepub.com/doi/10.1177/20587384211051955>

International Journal of Immunopathology and Pharmacology , ISSN: 3946320

DOI: [10.1177 / 20587384211051955](https://doi.org/10.1177/20587384211051955)

FI: 3.03

6. Docosahexaenoic Acid and Eicosapentaenoic Acid Intakes Modulate the Association of *FADS2* Gene Polymorphism rs526126 with Plasma Free Docosahexaenoic Acid Levels in Overweight Children

Alexandra Mihailescu, Vlad Serafim, Corina Paul, Nicoleta Andreescu, Diana-Andreea Tiugan, Paul Tutac, Iulian Velea, Cristian G. Zimbru, Costela Lacrimioara Serban, Adina Iuliana Ion , Alin Ionescu , Maria Puiu and Mihai Dinu Niculescu .

<https://www.mdpi.com/2076-3417/11/21/9845/pdf>

Appl. Ski. 2021 , 11, 9845. <https://doi.org/10.3390/app11219845>

FI: 2,679

D. Conferences

CONFERENCE LIFESTYLE MEDICINE AT CHILD AGE

**"VICTOR BABEȘ" UNIVERSITY OF MEDICINE AND PHARMACY TIMIȘOARA
PREVENTIVE MEDICINE CENTER**

JUNE 11-12, 2021

Organizer, speaker

Driving license (s)

B category

Annexes

Date

Signature