

NAME: ILEANA CRISTINA MARINE, PHD
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SUMMARY OF SKILLS:

An empathetic outstanding practitioner and academic with 25 years of higher education teaching experience in the US and Europe. Track record of successfully practicing a student-centered teaching approach in areas of global business management, global business strategies, leadership, business ethics, managing across cultures, marketing, and advanced business writing. A professor who uses her practitioner business experience to stimulate diverse experiential learning styles that benefit from the students' emotional intelligence to build critical management competencies. A US government contractor/employee with 20 years of experience in government and private sector programs and projects. Track record in management, organization, procurement, and administration of economic growth and democratic governance programs in developing countries. Proven ability to manage the development and implementation of USAID sponsored programs. Excellent communication, writing, and interpersonal skills. Experience in developing and running specialized training programs and international workshops/conferences. Experience in policy analysis, country risk analysis, public relations (including event strategy and organization), corporate governance, and development finance in Eastern Europe. Ten years of experience as an international radio broadcaster and TV producer.

PROFESSIONAL EXPERIENCE:

University of Maryland Global Campus 2004 - present

Adjunct Professor. Course portfolio: Global Business Strategies; International Business Management, Global Strategy Formulation and Implementation; Marketing; Leading with Strategy and Performance Measures; Managerial Communication and Ethics; Advanced Business Writing.

International Transactions Consultant 2000 - 2019

Selected clients include:

Millennium Challenge Corporation (MCC), Washington, DC

Procurement Advisor: Reviewed procurement plans, procurement performance reports, bidding documents, evaluation reports, draft contracts, and contract modifications from the MCC countries and provided recommendations to the MCC regarding compliance with the MCC Program Procurement Guidelines. Provided technical assistance to the procurement training project in Indonesia. SharePoint administrator.

U.S. Department of Commerce, Washington, DC

International Trade Specialist in charge of promoting U.S. exports and investment in Romania.

- Evaluated US originated business proposals to ensure compliance with government procurement rules and USAID policies.
- Developed, reviewed, and recommended policy covering all aspects of contracting and procurement for programs initiated by the US Department of Commerce in Romania.
- Assisted US companies to negotiate prices, terms, and special conditions with local vendors.
- Solicited proposals and bids from local vendors and conducted pre-award conferences.
- Researched and provided business counseling on privatization projects.
- Wrote articles and analyses for the Department of Commerce monthly and weekly publications.
- Organized conferences and made presentations to business and investment workshops and conferences in the US and Romania.
- Established and maintained a network of alliances and communication with high ranking officials and private sector executives.
- Developed media and investor relations.

DIAP, San Mateo, CA

Senior International Trade Consultant on projects in Central and East European markets.

- Conducted market research to keep abreast of market developments and analyzed market reports on production patterns and availability of goods and services.
- Identified products and services in the local market to meet the company's procurement needs.
- Oversaw adherence to contractual agreements and recommended amendments as warranted.
- Administered proposal development and regulatory compliance for a \$280 million tourism development project in Romania.

Director of Investor Relations and Corporate Secretary 1994 - 1999

The Romanian-American Enterprise Fund, Washington, DC

- Developed and executed the business development strategy for micro and small lending programs.
- Ensured compliance with USAID regulatory and procurement guidelines.
- Monitored the bidding process for procurement of local works, goods, and services to ensure compliance with international procurement practices.
- Participated in funding negotiations with the International Finance Corporation and the European Bank for Reconstruction and Development.

- Wrote quarterly analytical reports for USAID and the Board of Directors.
- Wrote analyses of remote business environments to address issues related to privatization programs, SME development, banking sector restructuring, institution building, and implementation of a new social policy.
- Wrote annual reports, briefings, and information materials.
- Produced information materials using the sealed bid process for local vendors.
- Coordinated technical assistance projects and training using local vendors selected through a competitive bidding process.

TV Producer

1997-1999

Worldnet Television, USIA, Washington, DC

Produced a weekly Science World Show for a worldwide audience. Produced foreign language versions of documentaries and live shows for worldwide distribution.

International Radio Broadcaster and Editor

1985 - `1997

Voice of America, USIA, Washington, DC

As program director, producer, and editor, produced 120-minute radio shows; covered U.S. and international political, social, and economic events; provided award-winning direct coverage of the developments in Romania after December 1989.

AWARDS:

University of Maryland University College, Largo, MD

Professional Achievement Award

Worldnet Television and Film Service, Washington, D.C.

Excellence in Programming Award

Voice of America, USIA, Washington, D.C.

Meritorious Honor Award

EDUCATION:

Babes-Bolyai University, Cluj-Napoca, Romania – **PhD** 2011

International Relations

George Mason University, VA – **MA** International Transactions 1993

George Washington University, Washington, D.C.

Graduate courses in U.S. history, political science,
legislative politics, and journalism

University of London, Great Britain – Graduate Communications Courses

University of Bucharest, Romania – **BA** English Language and Linguistics

PROFESSIONAL TRAINING:

Certificate in Acquisitions and Supply Chain Management

University of Maryland University College

PUBLICATIONS

- Marine, C. (2021). Book Review: *Regional Innovation Systems. Review of Regional Studies* (in print).
- Marine, C. (2021). Translator: *The Ransom of the Jews. The Story of the Extraordinary Secret Bargain Between Romania and Israel*, by Radu Ioanid. Rowman & Littlefield, Lanham-Boulder-New York-London.
- Marine, C. (2018). Regional Entrepreneurial Ecosystems in EU Markets: The Case of Romania. *The Journal of Global Politics and Public Diplomacy*. (2018) No. 6, Issue 1
<http://journal.centruledic.ro/archives/#2018-no-6-issue-2>
- Marine, C., Sussan, F., & Daily, L. (2017). Understanding Entrepreneurship: Which Metrics Are Important? A Case of Romania. The 62nd ICSB World Conference, Buenos-Aires, Argentina.
- Marine, C. (2011). *The European Union Enlargement and the Redefining of Transatlantic Relations*. EIKON – Cluj-Napoca. (www.edituraeikon.ro)
- Marine, C. (1985 -1997). Authored over 300 original radio scripts as an international radio broadcaster for the Voice of America.

LANGUAGES:

English, French, Romanian. Familiar with Italian, Spanish, Russian.

COMPUTER SKILLS:

SharePoint; Microsoft Office