

Curriculum Vitae

Marius Popescu
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-Possess very good business office management skills & experience in secretary and marketing of a golf club and golf federation -
-Proficient in creating programs to increase revenues and add customer value-
Core Strengths in:
Management of Personnel / Financials / Merchandising/ Marketing
Tournament Operations / Golf Instruction / Customer Service /Information
Technology

PROFESSIONAL EXPERIENCE

General Secretary of Romanian Golf Federation

2004-2007

Direct responsibilities:

- Participating at various international events as official representative of Romanian Golf Federation. Events examples: PGAsE AGM from Costa del Sol Atalaya Golf Resort in 2004; Gof Bussines Conference organized by Golf Consultants Association at St. Andrews in 2005; R&A International Referee School and Exam from February 2006 organized in St. Andrews; the Annual General Meeting of EGA from Luxembourg October 2006.
- Coordinating the golf development activity at national level
- Having a permanent contact with the National Levels Authority regarding sport
- Creating the affiliation member quality for Romanian Golf Federation at R&A, EGA, IGF, USGA, NGCOA (for the owner of Lac de Verde Golf Club)
- Implementing very important golf development programs into Romanian Golf
- Studying solutions in order to receive logistic and financial input from international Authorities from golf in order to develop much more and have better results week by week
- To find financial solutions in order to build a new 18 holes golf course near Bucharest
- Legal issues regarding the control, coordination and support of Romanian emerging golf at amatory and professional level
- To constitute the Romanian PGA and to give as many ideas and help as possible for it's success starting from early 2007

Personal Assistant of the President of the most important Golf Club from Romania

Lac de Verde Golf Club

2000/2004

- Initially hired for a three month consultancy role, at the new €10 million development.
- Having as first responsibility the data base of the company and later one of the federations until present end of 2006.
- Have the principle marketing responsibility from the Club during the entire period: making offers, conducting various important events from national level competitions till 250 persons team building events; taking care about the contracts signed with all clients and members; finding new members; participating at different important national and international level conferences from different levels of the market;
- Advise 190 members (from which 112 companies with membership of 5000 euro each and actions three times bigger than the annual fee) on a daily basis with all their needs
- Play golf with the Members on a regular basis
- Teach all Members and Guests on all aspects of their game

Lac de Verde Driving Range

2000/2004

- Assisted with launching a new retail store, custom fitting, demo centre
- Created lots of promotional letters to all customers specifying an array of services on offer
- Responsibility includes assisting in managing the golf shops and facilities when requested.
- Duties included coaching programs for beginners; intermediate and advanced levels including V1 video swing analysis, coaching on explanar swing machines, and playing lessons
- Supervised and conducted lesson programs with a yearly retention rate of 94%

Lac de Verde Golf Club –

Official Club & Federation (at other golf clubs competition) Referee

2001-2006

- Manage the day to day running of the golf course and golf centre for the General Manager
- Reconciling our cash register and double checking any variances from generated reports
- Submitted reports on an advisory basis to the CEO
- Implemented new policies and procedures for the golf course and new golf centre
- Contributed to the Strategic Development of the golf complex as a new business start up
- Obtained good new facility opening experience working with the main building contractors

Senior Assistant/Duty Manager

2000 -2006

Lac de Verde Golf Club

Assisted in managing a 9-hole Ron Castillo upscale design private Tourist Complex (with hotel, restaurant, leisure facilities, team building activities) with \$3,5 million in yearly revenues, and 190 members playing 20,000 rounds annually.

Reported to the President of the Company and Federation

Responsibilities included:

- Twice yearly performance reviews and quarterly appraisals for an operations staff of 14 personnel – golf instructors
- Conducting staff meetings to discuss our planning for the month
- Budget planning and discussed variances with our team
- Developed a membership recruitment strategy that brought in 36 new members
- Created a unique marketing and promotions campaign that increased rounds by 20%
- Increased tournament participation by 25%
- Provided 300 hours of personal instruction for members and the public annually
- Incorporated innovative staff training programs to maintain high customer service standards
- Receive a consistent 95% satisfaction rating on annual programs and services surveys

Golf Instructor

Lac de Verde Golf Club

2000 – 2001

Responsibilities included:

- Managed golf operations in the absence of the President
- Assisted in staff training and helped oversee a staff of 10 people
- Worked as a team for more than 25 annual corporate events with revenues in excess of \$200,000
- Assisted in sales and for \$300,000 value team building activities
- Help working on the golf course problems

FORMAL EDUCATION

In February 2007 I graduate as a Golf Sport Trainer from the worldwide National Sport School from Romania.

I'm a student now at International Relation and European Economic Studies Faculty in Spiru Haret University Romania.

In February 2006 I've been participating at the R&A Rules Referee Exam from St. Andrews and in next February (2008) I will take this exam once again.

In 2005 I became a member of the EGTF by following a intensive course and passing a practice test in Austria, sustained by the Vice President of the organization.

In 2006 I did pass, with high grades, 2 intensive seminars and exams held by 2 different PGA Coaches: one from Switzerland – Mr. Stephanie Barras – PGA pro at Crans Montana Golf

Club – and the second Mr. Jan Jorgen de Vries the official national coach of Netherlands Juniors Team.

In the beginning of my golf activity I was trained by the 50 years experienced PGA American Pro Coach Ronald Castillo member of Aloha Section Hawaii

Professional Certificate in Computer Estate / Annalist Programmer Helper, Romania 1997

PROFESSIONAL EDUCATION

2000–Present, 460 hours pro Continuing Education

Most seminars included business management, management of personnel, interpersonal skills, Marketing, golf operations, sales management

References:

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