

# RAZVAN RADULIAN, MBA, PMP, Certified Business Analyst, MS

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*"I think, therefore I am" (Descartes)*  
*"I dream, therefore I am... alive" (Razvan)*  
*"I am, therefore... I am" (Razvan)*

## Business Innovation, Strategies, and Solutions

Analysis - Design - Implementation - Best Practices - Support - Coaching/Training

### Profile Summary

#### **Extensive and comprehensive expertise:**

- Both breadth (Business and IT domains) and depth (from very high and general to very specific)
- Outstanding Executive MBA education from one of the best business schools in the world (Fuqua School of Business, Duke University)
- Professional certifications in project management (PMP), business analysis (Certified BA), and several IT disciplines (MCP/MCSD, Java)

#### **Over 20 years of proven successful experience:**

- In various industries/companies (clinical, pharmaceutical, consulting, non-profit)
- Covering a multitude of business areas and functions:
  - business analysis, solutions design and implementation
  - project management and change management
  - process improvement, standards & best practices
  - strategic planning, leadership, coaching and training

#### **Widely recognized personal, team, and task-oriented values and skills:**

- visionary, keen sense identifying challenges and opportunities (ahead of anybody else)
- champion of innovation and improvement, creative and high quality solutions
- strong drive to learn more, to explore new possibilities, and to grow an organization's capabilities
- high integrity, accountability, responsibility
- tasks and results-driven, yet people-focused, sharing knowledge, and developing others, too
- master of balancing perspectives: effectiveness, efficiency, and adaptability, short and long term; wants, benefits, and costs; possibilities and risks; customers, shareholders, and employees, etc.

### Professional Experience

INTERNATIONAL INSTITUTE of BUSINESS ANALYSIS (IIBA)

**RTP IIBA Chapter, RTP, NC**

**VP of Marketing and Communication**

2008 – Present

**VP of Education**

2006 – 2008

#### **Responsibilities:**

- develop and implement Education and Marketing/Communication strategies and programs
- serve on the chapter's Board of Directors

#### **Accomplishments:**

- established Education Program (chapter meetings, study group, online learning environment, etc.)

- organized quarterly event

## GLAXOSMITHKLINE

### Solutions Enablement, RTP, NC

#### Systems Development & Integration Mgr/Process Analyst

2006 - 2008

##### Areas of focus:

- Project Management (PM)
- Business Analysis (BA)
- Solution Development Life-cycle (SDLC)

##### Responsibilities:

- seek opportunities for improvement
- analyze, improve, and promote strategies, processes, practices, knowledge/resources, and tools
- change management

##### Accomplishments:

- developed and maintained new BA & SDLC strategies, processes, standards, and tools
- facilitated, analyzed, documented, and shared lessons learned and best practices
- service support; developed and conducted training
- community events to share knowledge, promote best practices, and recognize best practitioners
- contributed to initiatives to make improvements at the national level

### Customer Response Center, RTP, NC

#### Systems Development and Integration Manager

2002 – 2006

##### Responsibilities:

- manage Business Analysis, Design/Architecture, System Development and Integration activities
- manage customer and partners relationships and communication with various stakeholders
- coordinate support and Change Management
- develop/improve strategies, business, and organizational model
- Process Improvement, mentoring, and/or training
- manage group of developers

##### Accomplishments:

- Systems/integration: BEACON & BDAT, CTAMS, Targetbase, etc
- re-defined and implemented new business model, standards, and best practices
- developed and managed Change Management system/processes
- served as liaison and active participant in global process improvement initiatives

#### Senior Consultant

2000 – 2002

##### Responsibilities:

- Business Analysis, Design and Architecture, System Development and Integration
- Project Management and Communication
- Support and Change Management

##### Accomplishments:

- Systems: BEACON, BDAT

### Document Management Systems, Zebulon, NC

#### Sr. Systems Analysts/Consultant

1997 – 2000

##### Responsibilities:

- analyze, design, develop/integrate, and test/validate internal Document Management Systems

##### Accomplishments:

- Systems: TOTL, Documentum-based solutions

## NATIONAL TECHNOLOGY GROUP/VANSTAR, Durham, NC

### IT Consultant

1995 - 1997

#### Responsibilities:

- provide consultation services to clients in the Raleigh, Durham, Chapel Hill areas

#### Accomplishments:

- Consulting contracts: Qualex, NC State Lab, GlaxoSmithKline

## LABORATORY CORPORATION OF AMERICA (LabCorp), RTP, NC

### Genetics Screening and Oncology Markers Lab Supervisor

1989 - 1995

#### Responsibilities:

- start and manage 2 new labs
- introduce and/or develop new assays
- QA, validation

#### Accomplishments:

- learned, in less than 6 months, all clinical cytogenetics, genetics, and oncology techniques and procedures that were necessary to start new laboratories in NC
- started and managed 2 new labs in RTP, NC:
  - Pre-natal genetics screening lab
  - Oncology markers lab
- developed several IT systems

## Education

### **Executive MBA**, Fuqua School of Business, Duke University, Durham, NC

- Strong focus on Leadership, Strategy, Organizational Design, Marketing, Product Management, Statistics, etc.

### **Health Sector Management (HSM)**, Fuqua School of Business, Duke University, Durham, NC

### **Master of Science**, University of Bucharest, Romania

#### **Advanced training and knowledge** in:

- Business Process Modeling and Management (BPM)
- Unified Modeling Language (UML)
- Process improvement/Six Sigma
- Innovation and Creativity
- Facilitation, Negotiation, other related fields

#### **Professional Certifications:**

- Project Management Professional (PMP), Project Management Institute (PMI)
- Certified Business Analyst (BA Certified), B2T Training
- Microsoft Certified Solution Developer (MCSD), Microsoft
- Java Certified, Sun