

Florian Ciolacu, Vice-President Commercial, SIVECO, Romania

Mr. Florian Ciolacu leads the business development activities in Romania and internationally of the most prestigious Romanian software house, SIVECO Romania, specialized in complex software projects that make a difference.

Florian joined SIVECO in 2006, after completing his diplomatic career in the Romanian Ministry of Foreign Affairs, with his last long term diplomatic assignment to the Permanent Mission of Romania to the UN Office and International Organizations in Switzerland - Geneva (2000-2004). He started his career as scientific researcher, Coordinator of science related activities to the Romanian Institute for Educational Sciences (1993-1995), teaching in parallel Physics to the “Gheorghe Lazar” High school in Bucharest.

Florian holds a Master in Biophysics and Biotechnologies from the University of Bucharest, Faculty of Physics (1992) and Postgraduate Diploma of Economic International Relations, Romanian Academy of Economic Studies (1997-1998). He also graduated Executive Program “Science, Technology and Innovation Policy for Development”, JFK School of Government, Harvard University (2006) and Postgraduate Courses organized by the World Intellectual Property Organization, International Telecommunication Union, European Organization for Nuclear Research (CERN) and European Commission (2000-2005).

In the last 12 years, Florian was part of the core team that started SIVECO’s international expansion, concluded prestigious alliances with the world’s largest IT companies and led to SIVECO’s products being used today in 27 countries from 4 continents.

A European company, with unique skills and best-in-class experts, SIVECO Romania remains the only Romanian software company that provides IT services as a prime contractor to the European Commission organizations. Some of the most important projects won by the commercial team led by Florian include the contract TrainUser to the EC-DGHR, ensuring IT-based technology support to all training activities undertaken by the EC, the ESP-DESI III (one of the largest IT contracts awarded by the European Commission) and DG TAXUD’s B-Train 3 Programme used by all 28 EU countries in the field of customs and taxation.