



Visionary Business Consultants SRL

Unique registration code: RO26075155

Trade Registration No.: J40/9964/07.10.2009

19 Orzari Str., Ap. 15, District 2, Bucharest

Bank: Unicredit Tiriac Bank, Unirii Branch

Social capital: 200 RON

GBP account: RO22BACX0000000407879004

EUR account: RO76BACX0000000407879002

RON account: RO06BACX0000000407879001

EORI no. RO26075155

Work Proposal no. ... for ...

1. Consultant Profile

1.1. General Presentation

The consultant spent over 20 years understanding and solving the customers' needs. He has 17 years of international experience in working effectively with people at all levels of Multinational Corporations. He, also, accumulated 12 years of management experience in leading heterogeneous teams of professionals, improving business and maintaining collaborative relationships with customers, suppliers, partners and employees. For more than 9 years the consultant has worked in top management positions in global and local companies. Moreover, he founded several companies in the last 18 years.

The consultant has spent the last couple of years helping over 300 individual clients to improve their professional life, using his own methodology, and mentoring over 70 startups in creating a sustainable business from their passion, using the Lean Startup methodology. Also, the consultant designs and delivers customized learning and change programs (trainings, workshops, lectures) to various organizations and individuals, in accordance to their growth needs.

1.2. Professional Qualifications

Authorized Trainer and Coach, BS in Psychology, BS in Physics, NLP Coach Practitioner, Systemic Coach Practitioner, Brief Therapy, Strategic Therapy, Systemic Therapy, Non-Violent Communication, and over 25 years of various international sales and leadership trainings

1.3. Skills and Specializations

Executive Coaching, Executive Mentoring, Business Development, Strategic Planning, Conflict Management, Change Management, Organizational and Culture Management, Lean Startup

1.4. Consultant Services

The consultant provides mentoring and coaching sessions that guarantee immediate results, as each session has its own objective. Also, personalized "homework" is involved in order to produce long term cognitive and behavioral changes.

The professional services provided by the consultant are:

- Executive Coaching and Mentoring - helping people achieve their full professional and personal potential.
- Startup Advising - helping founders start a successful business with minimum risks and costs.
- Change Management – helping organizations obtain specific development objectives by designing and delivering customized trainings and workshops based on their environments



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- Inspirational Public Speaking - delivering personalized talks to conferences on topics such as leadership, mentoring, business development, lean startup and many more.

2. Methodologies

Both coaching and mentoring are processes that enable individual or corporate clients to achieve their full potential. The main difference is that coaching services don't require the coach to have personal work experience, compared to mentors who have a well-established professional experience. Anyway, both executive coaching and mentoring use many similar techniques and processes like:

- Facilitate the exploration of needs, motivations, desires, skills and thought processes to assist the individual in making real, lasting change.
- Use questioning techniques to facilitate client's own thought processes in order to identify solutions and actions rather than taking a wholly directive approach
- Support the client in setting appropriate goals and methods of assessing progress in relation to these goals
- Observe, listen and ask questions to understand the client's situation
- Creatively apply tools and techniques which may include one-to-one training, facilitating, counseling & networking.
- Encourage a commitment to action and the development of lasting personal growth & change.
- Maintain unconditional positive regard for the client, which means that the coach is at all times supportive and non-judgmental of the client, his views, lifestyle and aspirations.
- Ensure that clients develop personal competencies and do not develop unhealthy dependencies on the coaching or mentoring relationship.
- Evaluate the outcomes of the process, using objective measures wherever possible to ensure the relationship is successful and the client is achieving their personal goals.
- Encourage clients to continually improve competencies and to develop new developmental alliances where necessary to achieve their goals.
- Manage the relationship to ensure the client receives the appropriate level of service and that programs are neither too short, nor too long.

3. Consultant Fees

The consultant fee rates are 100 eur/hour (VAT excluded). The number of hourly sessions required depends on agreed objectives and client's development and results.

4. Media and Referrals

You can find out more about the consultant on the following social media channels:

<http://dragosnicolaescu.com/>

<http://www.linkedin.com/in/dragosnicolaescu>

<https://www.facebook.com/dragos.nicolaescu>



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<https://twitter.com/liveonpassion>

You can see some of the consultant's selected talks from various events here:

https://www.youtube.com/watch?v=OJIPbQcvrgU&list=PLH7_hBO3Y8W375ebnxGcCsrsudAcOR4hB

You can watch some of the consultant's interviews here:

https://www.youtube.com/playlist?list=PLH7_hBO3Y8W0bj9jda6bc4AkLs7MEDtVg

Other selected articles/testimonials about the consultant here:

- <http://adevarul.ro/international/foreign-policy/top-100-fp-romania-2013-categoria-societate-nume-misca-societatea-romaneasca-bine>
- <http://changer.ro/business-planning-dragos-nicolaescu/>
- <http://oameni-frumosi.ro/portrete/dragos-nicolaescu/>

I am looking forward for your answer to our proposal.

Kind regards,

Dragos Nicolaescu
Chief Executive Officer
Visionary Business Consultants