

# Professional & Skål Résumé

Candidate: Florin Tancu

Target Role: Vice President, Skål Europe (2025–2027)

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## Professional Summary

Senior travel & tourism executive with extensive leadership experience in Romania's corporate travel sector. Proven record in general management, commercial strategy, and cross-border partnerships. Active Skål member committed to sustainable growth, member engagement, and elevating Skål Europe's visibility.

## Professional Experience

Period	Role & Organization	Key Scope/Highlights
2011 – present	Director General, WECO Travel România	End-to-end P&L leadership, commercial strategy, and operational oversight.
2008 – 2011	Director General & Founder, ING Development – Agency	Established a travel business line with a focus on corporate travel.
2007 – 2008	Director General, ALTO Properties SRL	Executive leadership and operational oversight.
2001 – 2007	Director General, MAVCO Travel	General management, sales growth, and key account management.
1996 – 2001	Marketing Coordinator, JARO International S.A.	Brand and marketing coordination in the travel sector.

## Skål Involvement

Founding Member of both Skål International Bucharest and Skål Europe. Served as Treasurer (2014–2017) and President (2017–2024) of Skål International Bucharest, leading strategic development, financial governance, and international cooperation initiatives. Previously served as Secretary General of Skål Europe, contributing to inter-club coordination, governance processes, and European-level communication. Actively promotes cross-border collaboration, sustainability, and the growth of the Skål movement in Europe.

## Education & Training

- B.Eng., Management of Technological Systems – Politehnica University of Bucharest (1994)
- MBA Student – ASEBUSS
- Worldspan for Travel Agencies – Worldspan Romania
- Advanced Agents Program – RADIUS U.S.A.
- Insurance Course – Alexander Howden, London, UK

## Languages

Romanian (native), English (fluent), Italian (good), Spanish (conversational), Russian (basic).

## Key Skills

Leadership & team building; Commercial strategy & P&L; Partnership development; Negotiation & stakeholder management; Marketing & brand development; Process improvement & efficiency; Travel industry expertise.

This résumé is prepared for the Skål Europe Board candidature dossier (Vice President, 2025–2027).