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Raymond Maiorescu

Date of birth: · **Nationality:** Romanian, American | **Gender:** Male | **Phone number:**

Email address: **LinkedIn:**

| **Address:** Bucharest, Romania (Work)

ABOUT ME

Entrepreneurial and experienced, I successfully create and sustain collaborative business environments for employees, clients, and vendors. I re-engineer business processes, improve organizational workflows, and introduce process-driven operational cultures. I am a self-driven, results-oriented leader with an aptitude for process improvement, skilled in negotiation, strategic planning, business development, data management, data analytics, technology, and project management. Currently, I am developing industry-specific use case scenarios for implementing Web3 projects in the New Data Economy using Ocean Protocol technology and leveraging blockchain and distributed ledger technologies.

WORK EXPERIENCE

10/10/2024 – CURRENT Bucharest, Romania

CREATOR & ARCHITECT OCEAN FOAM

Founded Ocean Foam as an Ocean Protocol spin-off to connect data scientists and entrepreneurs, transforming high-value datasets into AI-driven, revenue-generating solutions. Lead data challenges, foster collaborations, and drive AI innovation in the Web3 space.

- Design and implement AI-driven strategies for data monetization.
- Lead a network of data scientists and entrepreneurs, providing strategic guidance.
- Develop partnerships with academia and industry to drive AI and Web3 innovation.
- Oversee data challenges that generate ML models and predictive analytics.
- Ensure AI initiatives align with business objectives and emerging market trends.
- Coordinate marketing and communication strategies to expand brand visibility.
- Represent Ocean Foam as a guest speaker at conferences and industry events.

01/11/2020 – CURRENT Bucharest, Romania

HEAD OF DATA SCIENCE OCEAN PROTOCOL

Lead the development of AI and machine learning strategies to drive decentralized data monetization and predictive analytics. Oversee a team of AI specialists and collaborate with stakeholders to integrate cutting-edge technologies into Ocean Protocol's ecosystem.

- Develop and implement AI strategies to enhance data monetization and analytics.
- Lead a team of AI specialists, providing strategic direction.
- Build and manage a global community of 400+ data scientists in 40+ countries
- Organize 50+ data challenges, generating ML models and predictive insights.
- Collaborate with developers, researchers, and business teams to integrate AI into
- decentralized data solutions.
- Drive innovation in predictive analytics and machine learning for Web3 applications.

01/04/2020 – 30/10/2021 Miami, FL, United States

FOUNDER & CEO IMIMIKA

- Provided strategic leadership for developing and implementing go-to-market strategies for R&D projects in artificial intelligence technology.
- Provided executive leadership and strategic planning for growth, including resource planning, process mapping, and organizational management.
- Developed and implemented strategies to increase brand awareness and sustain brand strategy and positioning.

01/12/2018 – 30/03/2020 Miami, United States

BUSINESS DEVELOPMENT CONSULTANT EVERYMUNDO

- Created strategic development plans, developed opportunities, and provided consulting services designed to enhance digital marketing strategy while implementing complex digital marketing technology projects in the airline industry.
- Connected and engaged C-Level executives, digital marketing strategists, revenue management analysts, and information technology specialists to provide digital acquisition know-how and implement specialized technology.
- Managed business development efforts and targeted sales activities, including prospecting, developing new opportunities and closing existing options in the United States, Canada, South America, Europe, and the Middle East.

01/03/2017 – 30/11/2018 Bucharest, Romania

DIRECTOR OF INFORMATION TECHNOLOGY & E-GOVERNMENT STRATEGY AGENCY FOR DIGITAL AGENDA OF ROMANIA

- Provided strategic leadership to develop and implement Romania's digital presence strategy for government-citizen interaction, collaborating with Romania's CIO and the Ministry of Information Technology & Communications.
- Together with representatives of the European Commission, implemented milestone projects in public acquisition fraud prevention and data interoperability while managing the implementation of the most advanced public acquisition portal in Europe.
- Coordinated teams of project managers, system administrators, and software development contractors to maintain Romania's portals for public procurement, national electronic payments, and points of single contact.

01/06/2017 – 30/03/2018 Bucharest, Romania

ADVISOR TO CHIEF EXECUTIVE OFFICER TAROM - ROMANIAN NATIONAL AIRLINE

- Assumed ownership of and participated in key strategic projects, ranging from airline management strategy, long haul operations, aircraft acquisition, commercial sales improvement, and technical services optimization.
- Acquired, synthesized, and presented information from technical services operations, revenue management analysts, and the development strategy department, enabling CEO and executive team to make critical strategic decisions.

01/02/2014 – 28/02/2017 Bucharest, Romania

FOUNDER & CEO MARKET SQUARED

- Developed and launched a software-as-a-service technology platform for database marketing, designed to enhance customer database infrastructure for digital campaign execution, performance measurement, and analytics.
- Developed and implemented strategies designed to increase brand awareness, sustain client brand strategy and brand positioning projects, and provided digital marketing and e-commerce roadmaps for various high-level organizations.
- Provided executive leadership and strategic planning for product development and business development while active in multiple roles, including process mapping, quality certifications, resource planning, and organizational management.

01/12/2012 – 31/01/2014 Bucharest, Romania

GENERAL MANAGER CHRISTIAN TOUR

- Managed company operations and a national team of over two hundred travel services specialists to enhance operational efficiency, improve service quality standards, and provide cost-effective resource management.
- Reengineered business processes, optimized organizational workflows, and introduced process-driven operational culture, focusing on customer service management, optimal resource utilization, improved sales performance, and operational improvement.
- Responsible for operations and planning of over six hundred airplane charters, over two thousand tour-bus charters, and more than one hundred thousand vacation packages, with resulting yearly revenues exceeding fifty million euros.

01/03/2010 – 30/11/2012 Bucharest, Romania

DIRECTOR OF INFORMATION TECHNOLOGY & COMMUNICATIONS HIDROELECTRICA

- Managed a national team of one hundred fifty specialists in fourteen geographic regions to deliver information technology infrastructure and SCADA services for Romania's largest producer of hydro energy.
- Directed technology plan development and execution, managed a complex portfolio of projects to enhance IT services delivery, and implemented collaborative environment solutions, including integrated email and document workflow management.
- Coordinated information systems and communications infrastructure by defining and implementing policies, technical requirements, and procedures required to manage, maintain and provide security for the industrial information systems.

01/03/2008 – 28/02/2010 Budapest, Hungary

BUSINESS DEVELOPMENT CONSULTANT TATA CONSULTANCY SERVICES

- Elaborated strategic development plans and reporting structures to implement complex information technology projects in Romania.
- Cultivated sales department relationships and facilitated communication between Romanian IT integrators, clients, and TCS India HQ.
- Defined vision, strategy, and long and commercial objectives in the Public Sector and Banking verticals, while negotiating contracts – including financial terms and teaming agreements – for clients, subcontractors, and business partners.

01/02/2005 – 28/02/2008 Bucharest, Romania

DIRECTOR OF OPERATIONS & SOFTWARE DEVELOPMENT SOFTWIN - BITDEFENDER

- Defined organizational structure, human resources, and material requirements necessary to achieve business objectives.
- Defined yearly budget, monitored spending, and executed budget revisions based on report indicators and key metrics.
- Coordinated operations of Technical Division: Project Management Office, Business Management Consulting (SAP, NetWeaver), Software Development (Java, .Net, PHP), and Document and Content Management Department (IBM, SER).

EDUCATION AND TRAINING

2023 Bucharest, Romania

PHD CANDIDATE :: AI FOR BUSINESS TRANSFORMATION University Politehnica of Bucharest

Website https://upb.ro/en/

2010 Bucharest, Romania

DIPLOMAT ENGINEER :: AEROSPACE ENGINEERING [DEGREE EQUIVALENCY] Ministry of National Education

Website https://www.edu.ro/

1992 Los Angeles, United States

BS :: AEROSPACE ENGINEERING University of Southern California

Website https://www.usc.edu/

2017 Seattle, United States
PROFESSIONAL DEVELOPMENT :: AIRLINE PLANNING & STRATEGY The Boeing Corporation

Website https://www.boeing.com/

2010 Los Angeles, United States
PROFESSIONAL DEVELOPMENT :: SYSTEMS ENGINEERING THROUGH MOTORSPORTS University of Southern California

Website https://www.usc.edu/

2000 Los Angeles, United States
PROFESSIONAL DEVELOPMENT :: PROJECT MANAGEMENT PROFESSIONAL Project Management Institute

Website https://www.pmi.org/

LANGUAGE SKILLS

Mother tongue(s): **ENGLISH** | **ROMANIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
SPANISH	B2	B2	B2	B2	B1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

DIGITAL SKILLS

Data Science | Data Collection, Data Processing, Data Analysis, Data Visualisation | Fundamentals of blockchain technology, cryprocurrencies and "Web3". | Computer science. Software development methodologies, blockchain technology, and machine learning

PUBLICATIONS

2024
Ethical Use of Large Learning Models in Academia

This article explores the ethical integration of large language models (LLMs) in academia, focusing on authorship integrity, bias in AI outputs, and the risks of plagiarism and data fabrication. It advocates for guidelines to distinguish between human and AI contributions and highlights the need for accountability and transparency to maintain scholarly integrity. This study examines the propensity for bias in LLM-generated content and explores statistical methodologies to discern AI-generated material in educational contexts. Additionally, the paper analyzes the manifestation of bias in LLM outputs, underscoring the need for detection and correction mechanisms.

ACTA TECHNICA NAPOCENSIS - Series: APPLIED MATHEMATICS, MECHANICS, and ENGINEERING, [S.l.], v. 67, n. 3, sep. 2024. ISSN 2393–2988.

2024
Leveraging Federated Learning for Enhanced Data Management Pharmaceutical Industry

The pharmaceutical industry operates in an era of vast amounts of data generated from various sources, presenting opportunities and challenges. This article explores the issues faced by the pharmaceutical industry in effectively managing data and highlights the potential of federated learning as a solution. Data management challenges discussed include data privacy, security, and scalability. The article emphasizes the transformative potential of federated learning, a decentralized machine learning approach, in addressing these issues.

The 17th International Conference Interdisciplinarity in Engineering. Inter-ENG 2023. Lecture Notes in Networks and Systems, vol 929. Springer, Cham. https://doi.org/10.1007/978-3-031-54674-7_30

2023
Decentralized Data Exchange Protocol for the Manufacturing Industry

This article proposes a secure and transparent data exchange protocol that addresses the challenges of data privacy and security in the manufacturing industry. Sharing data among stakeholders is essential for optimizing production

processes, enhancing product quality, and reducing costs. However, data privacy and security concerns hinder achieving these objectives, leading to missed opportunities and inefficiencies. This paper suggests utilizing blockchain technology, smart contracts, tokenization, and interoperability to develop a data exchange protocol that ensures security and privacy.

Nonconventional Technologies Review, 27(1)