

Professional Biography



Aurel Cîrstea is a senior executive with over **25 years of experience** in **banking, industrial real estate, business development, corporate restructuring, and investment management**, holding leadership roles in top international and regional organizations. His career combines strategic vision with hands-on execution in highly competitive and regulated environments.

Currently, Aurel serves as **Chief Commercial Officer at GlobalVision**, where he is responsible for commercial strategy, industrial real estate development, land and asset acquisitions, mergers and acquisitions, lease-back operations, permitting, and overseeing ongoing construction projects. He maintains high-level relationships with banks, public authorities, and embassies, contributing to complex cross-border developments.

Previously, he held several senior roles within **CTP Group**, Europe's leading industrial and logistics real estate developer, including **Country Business Development Manager** and **Client Relationship & Corporate Affairs Manager**. During this period, he led greenfield developments of major industrial parks in **Timișoara, Arad, Oradea, and Sibiu**, achieving over **92% occupancy** and managing acquisitions of land, premises with tenants, and industrial parks. His responsibilities covered financing, project finance, permitting, construction supervision, property management, and relations with key institutional stakeholders.

Aurel has extensive experience in **banking and financial services**, having held executive positions at **Volksbank Romania, Alpha Bank, Piraeus Bank, and Turkish–Romanian Bank**. Notably, he developed an entire banking region from greenfield, establishing **40 branches**, recruiting and managing hundreds of employees, and turning the region into the first profitable one nationwide. At peak, he directly or indirectly coordinated teams of up to **1,400 employees** and managed corporate, SME, and retail portfolios exceeding hundreds of clients.

His background also includes **investment banking**, project financing of up to **EUR 150 million**, private banking advisory for VIP clients, risk management, compliance (AML, KYC), and audit. He has coordinated projects financed by **EBRD and the World Bank**, as well as national programs with significant economic impact.

In addition, Aurel served as **Director Regional for Europe at Prospectiuni SA**, overseeing restructuring, M&A, and business development activities across multiple countries, and as a **Financial–IT Expert at FNGCIMM**, where he played a key role in national digitization initiatives and SME financing programs. He is also a **Lecturer at the Romanian Banking Institute**, teaching digitalization of financial-banking services.

Aurel holds a degree in **International Economic Relations** from the University of Economic Studies Bucharest and has completed advanced management programs in Vienna. He is fluent in **Romanian**, with business proficiency in **English and Italian**, and has received over **40 professional awards** throughout his career.