



Andrei Siomlea

iGaming Business Development Professional

Experienced Business Development Manager with a demonstrated history of working in the iGaming industry. Skilled in Negotiation, Event Management, Management, Mergers & Acquisitions, Strong sales professional with proven leadership skills.

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📍 Malta

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📄 andy.siomlea

WORK EXPERIENCE

Commercial Director

The Ear Platform, Malta

05/2019 – Present

Achievements / Responsibilities

- Building strategic partnerships with suppliers and clients.
- Identify new market opportunities for optimal client and user satisfaction.
- Oversee marketing and sales operations, working on brand identity and sales strategy.
- Successfully opening new markets, such as Italy and Romania, by gaining strategic partners in the region, managing the compliance and legal framework, building partnerships with tier 1&2 operations in the region.

Business Development Manager

Bit8, Malta

06/2018 – 04/2019

Achievements / Responsibilities

- Client management
- Improved company products and pricing models in line with market practices
- Worked with marketing teams on social media approach, SEO and brand awareness strategies
- Grew sales and database by 45%
- Partnered with B2B team to develop marketing strategy and pricing model for plug-in gamification tool

Business Development Manager

Pathwwway White Labels, Bucharest & Prague

06/2013 – 01/2017

Team Leader

Cassava Ent. – 888Holdings, Bucharest

01/2012 – 02/2013

SKILLS

iGaming Professional

Sales

Investments

Client Relationship Management

M&A

Problem Solving

Leadership Skills

VOLUNTEER EXPERIENCE

Speaker, on Business Development

Bit8 Career Week

3/2019

Tasks / Achievements

- Presented to 14/15 year-olds how to choose a career, personal development and soft skills not learned in school.

LANGUAGES

English ●●●●●

Romanian ●●●●●

Hebrew ●●○○○

CERTIFICATES

Certificate in Investment Management – CISI.org

01/2020 - present

iGaming Academy – Online Sportsbook Trading

01/2019- 01/2019

Sales Certificate Israel – Karinza

07/2010 – 10/2010

EDUCATION

Bachelor's, Tourism & Travel Service Management

University Dimitrie Cantemir

10/2008 – 06/2012