



Iulian-Marius DUMITRU

WORK EXPERIENCE

ALEXANDRU IOAN CUZA UNIVERSITY OF IASI, FACULTY OF PHYSICAL EDUCATION AND SPORT

City: Iasi | **Country:** Romania

[2009 – Current] **University Lecturer**

- Fundamentals of marketing in motor activities (Master's cycle)
- Marketing of school sports events (Master's cycle)
- Basics of personalized training in fitness (Master's cycle)
- Specialized practical internship (Master's cycle)
- Basic gymnastics (Bachelor's cycle)
- Fitness (Bachelor's cycle)
- Methodology of training in sports branch - Bodybuilding-Fitness (Bachelor's cycle)
- Practical internship in sports actions and events (Bachelor's cycle)
- Pedagogical practice (Bachelor's cycle)
- Aerobics (Bachelor's cycle)

ALEXANDRU IOAN CUZA UNIVERSITY OF IASI, FACULTY OF PHYSICAL EDUCATION AND SPORT

City: Iasi | **Country:** Romania

[2005 – 2009] **University assistant**

ALEXANDRU IOAN CUZA UNIVERSITY OF IASI, FACULTY OF PHYSICAL EDUCATION AND SPORT

City: Iasi | **Country:** Romania

[2002 – 2005] **University instructor**

ALEXANDRU IOAN CUZA UNIVERSITY OF IASI, FACULTY OF PHYSICAL EDUCATION AND SPORT

City: Iasi | **Country:** Romania

[2001 – 2002] **Associate Professor at the Department of Fundamental Practical-Methodical Disciplines**

TECHNICAL COLLEGE 'GH. ASACHI' IASI

City: Iasi | **Country:** Romania

[2001 – 2002] **PE Teacher**

GRIGORE T. POPA UNIVERSITY OF MEDICINE IASI, DEPARTMENT OF PHYSICAL EDUCATION

City: Iasi | **Country:** Romania

[2000 – 2001] **Associate PE Teacher**

ION CREANGĂ GENERAL SCHOOL TÂRGU FRUMOS,

City: TÂRGU FRUMOS | **Country:** Romania

PE Teacher

NATIONAL CENTER FOR POLICIES AND EVALUATION IN EDUCATION

Country: Romania

[2021 – Current] **Member of the Expert Group (GLC 69 – EFS AND GLC 95 – PRACTICAL SPORTS TRAINING – INDIVIDUAL SPORTS)**

ALEGRIA CAMP

[2015 – Current] **Manager**

A.S. K-NOI IAȘI

[2008 – Current] **President**

EDUCATION AND TRAINING

[2005 – 2009] **Ph.D.**

DOCTORAL SCHOOL OF ECONOMICS, SPECIALIZATION IN MARKETING, AL. I. C. UNIVERSITY OF IASI, FEAA

| **Level in EQF:** EQF level 7

[2021 – 2023] **Master's Degree - Sport Management**

ALEXANDRU IOAN CUZA UNIVERSITY OF IASI, FACULTY OF PHYSICAL EDUCATION AND SPORT

Country: Romania | | **Level in EQF:** EQF level 7

[1996 – 2000] **Bachelor**

ALEXANDRU IOAN CUZA UNIVERSITY OF IASI, FACULTY OF PHYSICAL EDUCATION AND SPORT

City: Iasi | **Country:** Romania | | **Level in EQF:** EQF level 7

LANGUAGE SKILLS

Mother tongue(s): Romanian

Other language(s):

English

LISTENING C1 READING C2 WRITING C1

SPOKEN PRODUCTION C1 SPOKEN INTERACTION C1

Portuguese

LISTENING B1 READING B1 WRITING A2

SPOKEN PRODUCTION A2 SPOKEN INTERACTION B1

French

LISTENING A2 READING A2 WRITING A1

SPOKEN PRODUCTION A1 SPOKEN INTERACTION A1

SKILLS

Summer school organizer | Sports event manager | Advanced PC operation | Crisis communication | Online marketing | Expert in working groups in the field of "Sports Science" within the CNPEE | Reviewer of specialized scientific journals | Creator of sports-educational programs addressed to all age categories | Trainer within professional development programs offered to PE teachers | Organizer of educational workshops in sports management | Organizer of scientific events dedicated to active living and healthy aging

PUBLICATIONS

- [2024] [Investigating the influence of personalized training on the optimisation of some psychomotor behaviours among junior gymnasts in the training process \(Moldavia, Romania\).](#)
Authors: Tanasă, A.-R., Abalășei, B. A., Dumitru, I. M., Popescu, L., Ene-Voiculescu, C., Ene-Voiculescu, V., & Moraru, C. | **Journal Name:** BRAIN. Broad Research in Artificial Intelligence and Neuroscience | **Volume, Issue and Pages:** 15(1), 459-479
- [2023] [Comparative Analysis of Body Mass Index Among Urban and Rural School Children in Moldova: An Anthropometric Study](#)
Authors: Tanasă, A.-R., Abalășei, B. A., Dumitru, I. M. | **Journal Name:** Proceedings of ICU 2023 | **Volume, Issue and Pages:** 81, 40124, 311-316 | **Publisher:** Filodiritto Publisher
- [2023] [Dropout and compliance to physical exercise in menopausal osteopenic women: the European "happy bones" project](#)
Authors: 3. Grazioli E, Cerulli C, Tranchita E, Moretti E, Mauri C, Broccatelli M, De Bellonia S, Abalășei B-A, Dumitru I-M et al | **Journal Name:** Frontiers in Sports and Active Living | **Volume, Issue and Pages:** 5:1221409
- [2022] [The Correlation between Psychological Characteristics and Psychomotor Abilities of Junior Handball Players](#)
Authors: Muntianu, V.A., Abalășei, B.A., Nichifor, F., Dumitru, I. | **Journal Name:** Children | **Volume, Issue and Pages:** Volume 9, Issue 6, 767
- [2020] [Preliminary data on the prophylaxis of severe forms of covid-19 through exercise](#)
Authors: Hagiu, B.A., Turculeț, I.D., Dumitru, I.M. | **Journal Name:** STUDIA UBB EDUCATIO ARTIS GYMN | **Volume, Issue and Pages:** 66(1).08
- [2020] [Study on the improvement of the methodical design used in the acrobatic training process in capoeira in the initiation-consolidation stage among middle-schoolers.](#)
Authors: Dumitru, I.M., Mangalagiu, I., Tanasă, A.R. | **Journal Name:** SPORT AND SOCIETY | **Volume, Issue and Pages:** Volume 21 Issue 2
- [2019] [The Influences of Step Aerobics Routines on Exercise Capacity Among Middle-Aged Women](#)
Authors: Tanasă, A.R., Dumitru, I.M., Moraru, C.E., Nichifor, F. | **Journal Name:** SPORT AND SOCIETY | **Volume, Issue and Pages:** vol. 19, nr. 2
- Critical Analysis on The Delimitation of the Concept of Sports Marketing in The Context of Modern Sports Market**
Authors: Dumitru, I., Puni, R., Iacob, R. | **Journal Name:** Proceedings of ICU 2018 | **Volume, Issue and Pages:** 85-89
- [2018] [Technical-methodical issue regarding balance management in puberty age.](#)
Authors: Martinaș F.P, Dumitru, I.M. | **Journal Name:** SPORT AND SOCIETY | **Volume, Issue and Pages:** Volume 18 - Issue 2 pp. 31-35

- [2018] [**Romanian Sports Camp – In The Globalization Context**](#)
Authors: Nichifor, F., Dumitru, I.M. | **Journal Name:** SPORT AND SOCIETY | **Volume, Issue and Pages:** Volume 18 - Issue 1
- [2017] [**Analysis of the internal potential of a sports organization regarding sales forces-
swot perspective**](#)
Authors: 11. Dumitru, I. M., Puni, R. A. | **Journal Name:** SPORT AND SOCIETY | **Volume, Issue and Pages:** Volume 17 - Issue 1
- [2014] **Exploring Soccer Fans 'consumer Motives In Four Eastern European Countries**
Authors: Izzo, G.M, Walker, W.J., Munteanu, C., Piotrowski, P., Neulinger, A., Dumitru, I. | **Journal Name:** Journal of International Business Research | **Volume, Issue and Pages:** 13, no. 2/2014
- [2014] **Contemporary dimensions of sports sponsorship**
Authors: 13. Dumitru, I. | **Journal Name:** Physical Education and Rehabilitation Journal | **Volume, Issue and Pages:** Volume 7, Issue 13/2014
- [2022] **Aspecte actuale ale utilizării exercițiului fizic în profilaxia osteoporozei**
Reference: Abălașei, B., Dumitru, I., Moraru, C., Iacob, R. (2022). Aspecte actuale ale utilizării exercițiului fizic în profilaxia osteoporozei. Cluj-Napoca: Editura Risoprint. ISBN 978-973-53-3060-6 150
Authors: Abălașei, B., Dumitru, I., Moraru, C., Iacob, R. | **Journal Name:** carte | **Volume, Issue and Pages:** 150 | **Publisher:** Editura Risoprint
- [2022] **FITNESS. Baze teoretico-metodice și aplicative**
Reference: Dumitru, I., (2022). FITNESS. Baze teoretico-metodice și aplicative. Cluj-Napoca: Editura Risoprint. ISBN: 978-973-53-2979-2 318
Authors: Dumitru, I | **Journal Name:** carte | **Publisher:** Editura Risoprint
- [2021] **Managementul evenimentelor sportive. Volumul I. Identitate și planificare**
Reference: Dumitru, I. (2021). Managementul evenimentelor sportive. Volumul I. Identitate și planificare. Cluj-Napoca: Editura Risoprint. p. 245 ISBN 978-973-53-2706-4
Authors: Dumitru, I. | **Journal Name:** carte | **Volume, Issue and Pages:** 245 | **Publisher:** Editura Risoprint
- [2024] [**Repere metodologice Pentru aplicarea curriculumului național la clasele a IX-a, a X-a, a XI-a și a XII-a**](#)
Reference: Repere metodologice Pentru aplicarea curriculumului național la clasele a IX-a, a X-a, a XI-a și a XII-a, în anul școlar 2024-2025. Educație Fizică. Învățământ Liceal și Învățământ Profesional
Authors: PĂUNESCU, A.C., AVRAM, E.N., STĂNESCU, M.I., CIOLCĂ E.C., DUMITRU, I.M. et al | **Journal Name:** Ghid metodologic | **Volume, Issue and Pages:** 195
- [2023] [**REPERE METODOLOGICE ED FIZICĂ 2023_2024_CLS XI**](#)
Authors: PĂUNESCU, A.C., AVRAM, E.N., STĂNESCU, M.I., CIOLCĂ E.C., DUMITRU, I.M. et al | **Journal Name:** Ghid metodologic | **Volume, Issue and Pages:** 172
- [**REPERE METODOLOGICE PREGĂTIRE SPORTIVĂ PRACTICĂ 2023_2024_CLS XI**](#)
Authors: PĂUNESCU, A.C., AVRAM, E.N., TEODORESCU, V.S., MOANȚĂ, A.D., DUMITRU, I.M. et al | **Volume, Issue and Pages:** 223
- [2022] [**Repere Metodologice pentru Aplicarea Curriculumului Național la Clasele A IX-A și A X-A**](#)
Reference: Repere Metodologice pentru Aplicarea Curriculumului Național la Clasele A IX-A și A X-A, în Anul Școlar 2022-2023. Pregătire Sportivă Practică – Curriculum Diferențiat Învățământ Vocațional – Profil Sportiv. Ministerul Educației. CNPEE.

Authors: PĂUNESCU, A.C., AVRAM, E.N., TEODORESCU, V.S., MOANȚĂ, A.D., VASILE, L., CROITORU, D., DUMITRU, I.M., BĂLAN, V. et al | **Journal Name:** Ghid metodologic | **Volume, Issue and Pages:** 148

[2022] **Repere Metodologice pentru Aplicarea Curriculumului Național la Clasele A IX-A și A X-A**

Reference: Repere Metodologice pentru Aplicarea Curriculumului Național la Clasele A IX-A și A X-A, în Anul Școlar 2022-2023. Educație Fizică. Învățământ Liceal și Învățământ Profesional. Ministerul Educației. CNPEE.

Authors: PĂUNESCU, A.C., AVRAM, E.N., STĂNESCU, M.I., CIOLCĂ E.C., POPESCU, V., DUMITRU, I.M. et al | **Journal Name:** Ghid metodologic | **Volume, Issue and Pages:** 108

[2021] **Repere metodologice pentru aplicarea curriculumului național la clasa a IX-A, în anul școlar 2021-2022. EDUCAȚIE FIZICĂ. ÎNVĂȚĂMÂNT LICEAL ȘI ÎNVĂȚĂMÂNT PROFESIONAL**

Reference: Ministerul Educației. Centrul de Politici și Evaluare în Educație. Repere metodologice pentru aplicarea curriculumului național la clasa a IX-A, în anul școlar 2021-2022. EDUCAȚIE FIZICĂ. ÎNVĂȚĂMÂNT LICEAL ȘI ÎNVĂȚĂMÂNT PROFESIONAL

Authors: PĂUNESCU, A.C., AVRAM, E.N., STĂNESCU, M.I., CIOLCĂ E.C., POPESCU, V., DUMITRU, I.M. et al | **Journal Name:** Ghid metodologic | **Volume, Issue and Pages:** 59

[2021] **Centrul de Politici și Evaluare în Educație. Repere metodologice pentru aplicarea curriculumului național la clasa a IX-A, în anul școlar 2021-2022. PREGĂTIRE SPORTIVĂ PRACTICĂ – CURRICULUM DIFERENȚIAT ÎNVĂȚĂMÂNT VOCAȚIONAL – PROFIL SPORTIV**

Reference: Ministerul Educației. CPEE. Repere metodologice pentru aplicarea curriculumului național la clasa a IX-A, în anul școlar 2021-2022. PREGĂTIRE SPORTIVĂ PRACTICĂ – CURRICULUM DIFERENȚIAT ÎNVĂȚĂMÂNT VOCAȚIONAL – PROFIL SPORTIV

Authors: PĂUNESCU, A.C., AVRAM, E.N., TEODORESCU, V.S., MOANȚĂ, A.D., VASILE, L., CROITORU, D., BĂLAN, V., ABABEI, R., DUMITRU, I.M., et al | **Journal Name:** Ghid metodologic | **Volume, Issue and Pages:** 118

[2018] **Antrenamentul personalizat în fitness. Aspecte introductive**

Reference: Dumitru, I. (2018). Antrenamentul personalizat în fitness. Aspecte introductive. Editura PIM. Iași (164 p.) ISBN 978-606-13-4578-6

Authors: Dumitru, I. | **Journal Name:** carte | **Volume, Issue and Pages:** 164 | **Publisher:** Editura PIM

[2017] **Gimnastica aerobică. Dimensiuni teoretico-metodice actuale**

Reference: Dumitru, I. Gimnastica aerobică. Dimensiuni teoretico-metodice actuale. (2017). Iași: Editura PIM. (147 p.) ISBN 978 – 606 – 13 – 4008 - 8

Authors: Dumitru, I. | **Journal Name:** carte | **Volume, Issue and Pages:** 148 | **Publisher:** Editura PIM

[2015] **Gimnastica artistică. Elemente de teorie și metodică**

Reference: Dumitru, I. (2015). Gimnastica artistică. Elemente de teorie și metodică. Iași: Editura Universității 'Al.I.Cuza'. ISBN 606-714-120-7

Authors: Dumitru, I. | **Volume, Issue and Pages:** 224 | **Publisher:** Editura Universității 'Al.I.Cuza'

[2015] **Gimnastica de bază**

Reference: Dumitru, I. (2015). Gimnastica de bază. Iași: Editura PIM

Authors: Dumitru, I. | **Journal Name:** carte | **Volume, Issue and Pages:** 149 | **Publisher:** Editura PIM

[2014] **Tehnici promoționale în sport**

Reference: Dumitru, I. (2014). Tehnici promoționale în sport. Iași: Editura PIM
Authors: Dumitru, I. | **Journal Name:** carte | **Volume, Issue and Pages:** 114 | **Publisher:** Editura PIM

[2016] **Introducere în marketingul sportiv**

Reference: Dumitru, I. (2016) Introducere în marketingul sportiv. Iași: Editura PIM
Authors: Dumitru, I. | **Journal Name:** carte | **Volume, Issue and Pages:** 107 | **Publisher:** Editura PIM

CONFERENCES AND SEMINARS

[11/2024 – 11/2024] **ICU 2024** Iasi

Member of the organizing committee

Link: <https://www.sportconference-icu.ro/committees>

[11/2021 – 11/2021] **ICU 2021** Iasi

"Happy Bones" workshop moderator

Links: <http://sportsisocietate.ro/conference/workshops> | https://sportsisocietate.ro/assets/ICU_2021_CONFERENCE_PROGRAM.pdf

[11/2018 – 11/2018] **ICU 2018** Iasi

Member of the organizing committee

Links: <http://www.sport.uaic.ro/organizare-2/> | <https://www.facebook.com/ICPESPT/>

[11/2015 – 11/2015]

The 9th International Conference in Physical Education, Sport and Physical Therapy “Actualities and Perspectives in School and University Physical Education and Sport”.

Iasi

Membru în comitetul de organizare.

[11/2013 – 11/2013]

The 8th International Conference in Physical Education, Sport and Physical Therapy “From Theory to Practice”

Member of the organizing committee

PROJECTS

[2021 – Current]

Erasmus+ Universități Europene Campus of City-Universities

Member

Erasmus+ "Physical activity in woman in menopause: a collaborative partnership for active lifestyle for the prevention and treatment of osteoporosis “Happy Bones”

[2021 – 2023]

"

Member

[04/2025 – 04/2025]

Erasmus+ BIP "Motor Intelligence Development Through Innovative Approaches"

Project coordinator

[05/2024 – 05/2024]

Erasmus+ BIP "Achieving Wellbeing: Games and Exercises for Developing the Motor Intelligence"

Project coordinator

[06/2023 – 06/2023]	ERASMUS+ BIP "PERSONAL DEVELOPMENT AND INTERCULTURAL HARMONIZATION" ERASMUS+ PROGRAMME – MOBILITY PROJECT FOR HIGHER EDUCATION STUDENT AND STAFF ORGANIZED DURING 6TH INTERNATIONAL STAFF TRAINING WEEK" Member
[05/2025 – 05/2025]	ERASMUS+ BIP "THE POWER OF SPORT: A PROJECT FOR ACTIVE AND HEALTHY LIVING" MEMBRU" Member
[03/2025 – 03/2025]	ERASMUS+ BIP "FIRST AID TECHNIQUES AND CIVIL EMERGENCY MANAGEMENT" Member
[02/2025 – 02/2025]	ERASMUS+ BIP "STUDENT LIFE CHALLENGES AND PREVENTION OF UNDESIRABLE SITUATIONS ON CAMPUS. FACE-TO-FACE MEETINGS WITH THE EXPERTS THAT COULD ENLIGHTEN YOUR CHOICES IN LIFE" Member

HONOURS AND AWARDS

[05/2022]	JA Company of the year 2022 - national phase qualification Awarding institution: Junior Achievement Romania / Junior Achievement Worldwide "JA Company of the year 2022", organized by Junior Achievement Romania under the tutelage of Junior Achievement Worldwide. European competition – national phase qualification with the "ACTIVE HUB" project. Team coordinator of students and master's students participating in the competition.
[05/2021]	JA Company of the year 2021 - national phase qualification Awarding institution: Junior Achievement Romania / Junior Achievement Worldwide "JA Company of the year 2021", organized by Junior Achievement Romania under the tutelage of Junior Achievement Worldwide. European competition – national phase qualification with the project "TEAM-UP. EXPLORE LOCAL. THINK HIGHER". Team coordinator of students and master's students participating in the competition.

HOBBIES AND INTERESTS

Sport Marketing
Sport Management
Sport Event Management
Multivariate motor conditioning
Motor intelligence and coordination
Teambuilding programs in performance sports and physical education
Curriculum research in Sport science

ORGANIZATIONAL POSITIONS

[2016 – Current]	Member of faculty board
[2021 – Current]	Member of Physical Education Department board

[2024 – Current] **Coordinator of the Bachelor's Program "Sports Management"**

[Current] **Tutor Master Program "Fitness and Body Aesthetics"**

[Current] **Member of the Bachelors and Dissertation Committees**

[Current] **Coordinator of Organizational Marketing and Promotional Communication
Activities at Faculty Level**

A handwritten signature in blue ink, consisting of a stylized 'S' followed by a horizontal line and a small flourish.