



# Gabriela Nistor

## Deputy CEO, Retail Banking

### Banca Transilvania

Gabriela Nistor directly contributed to what Banca Transilvania means today, the market leader on the retail, cards and online payments market.

In 2000, she set up the BT cards system, and along the way she took on increasing responsibilities in the area of banking for individuals. BT has become a payment ecosystem, with over 3 million individual customers and over 4 million cards, but also with market premieres over the years in terms of payment solutions for customers.

In 2021, she was named one of the 100 strongest women in business (Business Magazin) and was among the 10 women executives in the Romanian business front line, awarded at the Women in Power Gala.

Gabriela Nistor has 26 years of experience at Banca Transilvania, and in her career she has covered several areas: loans, marketing, cards. Today she coordinates the entire retail banking area - product development and all their sales channels, from online, BT network, to contact center.

From 2021, she is the Vicepresident of The Romanian Association of Banks.

## Professional experience

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### 2013 – present

Banca Transilvania

- Deputy General Manager Retail Banking
- Member in:
  - The Leader's Committee
  - The Loan Policy and Approval Committee
  - The Credit Approval Committee
  - The HR Committee
  - The Business Intelligence & Data Monitoring Committee

### 2008 – 2013

Banca Transilvania

- Executive Manager Retail Banking

### 2005 – 2008

Banca Transilvania

- Retail Banking Manager

### 2003 – 2005

Banca Transilvania

- Card Sales and Product Development Manager

### 1999 – 2003

Banca Transilvania

- Card Division Manager

### 1997 – 1999

Banca Transilvania

- Marketing Manager

### 1995 – 1997

Banca Transilvania

- Marketing Manager

### January – December 1995

Banca Transilvania

- Credit Officer

### 1992 – 1994

Office of the Mayor of Cluj-Napoca  
Commercial Inspector

### 1990 – 1992

Perom, Cluj-Napoca

- Economist

### 1988 – 1990

Maratex, Baia Mare

- Economist

## Education and training

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### 2020

University of Oxford, Said Business School  
Oxford Cyber Security for Business Leaders

### 2020

EMBA, University of Sheffield

**2002 – 2003**

Institute of Financial Services, UK & Visa International  
Certificate in Bank Card Management

**1984 – 1988**

Universitatea Alexandru Ioan Cuza, Facultatea de Stiinte Economice, Iasi