👤 27 ani

♂ Masculin

◎ Chișinău

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## TOP Competențe

- **Electron** · *2 ani*
- **React** · *2 ani*
- **Graphql** · *2 ani*
- **Typescript** · *2 ani*
- **Node** · *2 ani*
- **Redux** · *2 ani*

## Preferințe

- Full-time
- Part-time
- Remote
- Hibrid (Oficiu/Acasă)

## Limbi

- **Română** · Elementar
- **Rusă** · Fluent
- **Engleză** · Comunicare
- **Spaniolă** · Elementar

## Competențe

- Node
- Redux
- Typescript
- React

# Software Engineer

## Despre mine

Frontend developer with a fundamental technical background and sales expertise. Well organized team player with strong communication abilities and business understanding.

## Experiența profesională

### Frontend Software Engineer · Stefanini Moldova · Chișinău

*Octombrie 2022 - Prezent · 2 ani 8 luni*

Developed Hii Checkout, SelfCheckout, and Mobile POS apps for Extenda Retail, used in more than 600 stores across Europe

• Improved application performance and reduced codebase by 10% by upgrading from Redux Thunks to RTK Query

• Reduced the number of requests to backend by 80% within price lookup tree by optimizing the work with the cache

• Accelerated development of mobile version by isolating business logic into platform-agnostic modules

• Developed a model search for fashion items from scratch, featuring flexible filtering, multiple search methods, and pagination

• Improved user satisfaction with the transaction search after redesigning search form and results table

• Suggested and implemented several conventions to keep project's code consistent and easy to navigate

• Maintained test coverage for new code at 80%

Participated in developing an internal application from scratch designed to evaluate the theoretical skills of job candidates.

• Accelerated the development process by implementing a CI/CD project pipeline

• Developed a question builder and recruiter dashboard features, covered with unit and end-to-end tests

Competențe: Graphql, Redux, Node, Typescript, Electron, React

### Project Sales Engineer · Intech Analytics · Saint-Petersburg

*August 2019 - Februarie 2022 · 2 ani 7 luni*

Key Achievements:

• Revenue Growth: Generated €4.5 million in additional revenue by delivering high-quality solutions and maintaining strategic

## Permis de conducere

Categoria: B

client relationships.

• Strategic Client Acquisition: Secured the prioritization of Sulzer equipment in the design guidelines of the project office for a water utility in a city with a population of over 500,000, establishing a foundation for long-term, stable cash flow for the company.

• Process Automation: Developed and implemented web-based tools to automate routine processes, improving sales department efficiency.

Summary of Responsibilities:

• Project Lifecycle Management: Collaborated with engineering and project offices of contractors and clients throughout all project stages — from cost estimation to equipment commissioning.

• Solution Design: Delivered high-performance technical solutions for complex industrial processes, including the selection of high-power pumps, industrial grinders, and mixers for water treatment facilities.

• Client Engagement & Competitive Strategy: Built and maintained long-term relationships with key stakeholders, effectively defended proposed solutions, and consistently outperformed competitors such as Grundfos and Wilo.

• Technical Coordination: Provided iterative support, including drawings, calculations, and simulations, ensuring optimal solutions tailored to project requirements and deadlines.

• Supply Chain & Vendor Management: Optimized logistics, production timelines, and local subcontractor involvement to guarantee timely delivery and cost-effective project execution.

• Post-Sales Support: Facilitated post-sales activities, including spare part deliveries, documentation, operational consultations, and maintenance services.

Competențe: Management de Proiect

## Domeniul dorit

• IT, Tech

## Studii: Superioare

**Peter the Great St. Petersburg Polytechnic University**
*Absolvit în: 2021*
Facultatea: Institute of Energy
Specialitatea: Master degree, Thermal engineering, energy audit and energy service

**Peter the Great St. Petersburg Polytechnic University**
*Absolvit în: 2019*
Facultatea: Institute of Energy
Specialitatea: Bachelor degree, Nuclear and Thermal Power Engineering

# Cursuri, training-uri

**Training on negotiation in b2b sales**
*Absolvit în 2019*
Organizator: Sulzer