



👤 34 years

♂ Male

📍 Chişinău

💰 24 000 MDL

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## TOP Skills

- **Military Interpretation at Exercises** · 15 years
- **Organizing Events** · 15 years
- **Business Trips** · 15 years
- **Translation and Interpreting** · 15 years
- **Language Interpretation** · 15 years
- **Installator** · 3 years

## Preferences

- Full-time
- Part-time
- Flexible
- In-house
- Mobile work
- Hybrid

## Languages

- **Romanian** · Communication
- **Russian** · Native
- **English** · Fluent
- **Ukrainian** · Communication

**Datele de contact sunt contra cost. Detalii aici: <https://www.rabota.md/ro/prices/cv>**

# Smart Home & Security Systems Integrator, Security Alarms/CCTV Integrator

## About me

Hands-on smart home, smart city(IoT Infrastructure) and security systems specialist with strong skills in Home Assistant, networking (both physical setup and configuration), electrical installation, CCTV systems, alarm setups, and personal R&D project in IoT sensor design. Combining real-world installations for actual clients with a passion for smart system architecture, I bring technical precision, a strong grasp of client needs, and high field adaptability to every smart home, automation, or security project.

GitHub: <https://github.com/AlexeiakaTechnik/Alexei-Halaim-PORTFOLIO>

Drive (Photo Portfolio): <https://drive.google.com/drive/folders/1B0h1R6o8KGoRNpjO1Q4JvHz6lWTyOoRs?usp=sharing>

Drive (Older CV): <https://drive.google.com/drive/folders/1TE3CRiEKrZGoU1VGLNqzZVD3949FfZXj?usp=sharing>

## Work experience

### Freelance Smart Home/IoT/Security Integrator & Consultant · Self-employed · Chişinău

*April 2025 - Present · 3 months*

Integration/Consultation/Installation of Security Alarms, CCTV, Smart Home systems.

Electrical installation(certified), project support, DIY. Custom approach and tailoring every project to client needs.

Skills: Consultation Service, ESPHome, ESP32, Home Assistant, Custom Smart Home Builds, Automation of Buildings, Videosurveillance, CCTV, Security Alarms, Smart Home

### Translator - Interpreter RU - EN - RO · Freelance · Chişinău

*January 2010 - Present · 15 years 6 months*

- Translation during meetings, business negotiations, official

## Skills

- Translation and Interpreting
- Management of Tenders
- Sales
- Hand and power tools
- Soldering
- 3D Printing
- GitHub
- ESP32 - ESPHome
- CRM systems
- Documentation writer and process planner
- Team Building
- Leadership
- Wirelessworks
- Zigbee
- Home Assistant
- Huawei
- OpenWRT
- TP-Link
- Mikrotik
- PfSense
- Net
- Complicated Wired
- Wirelesswork setup
- Low-voltage electrical wiring
- Creative integration of non-IoT devices
- Site surveying
- Project scoping
- And client needs analysis
- Access control systems
- Alarm system installation and configuration
- CCTV system design and installation
- IoT Installation&Configuration
- Electrical Installations

## Driving licence

Category: B

With personal auto

visits of international

associates/representatives/suppliers etc.

- Experience at formal and informal business negotiations, seminars, conferences, different events

- Provided Interpretation Services for two Military Exercises Events (Moldova - USA)

**Skills:** Military Interpretation at Exercises, Organizing Events, Business Trips, Translation and Interpreting, Language Interpretation

### **Sales Agent** · WeCare Removals UK company · Chişinău

*July 2023 - August 2023 · 2 months*

“CARE REMOVALS AND STORAGE” LTD – UK residential moving company with sales office in Chisinau, Moldova

(Chisinau), Sales Department Agent, Sales(phone),

Sales Department Agent:

-sold moving jobs for ~2500 GBP

-processed 200+ leads

-managed CRM

**Skills:** CRM Management, Moving, Phone Sales

### **Technical Operations & Remote Sales Team Lead** · TREKMOVERS LLC · Chişinău

*November 2021 - May 2023 · 1 year 6 months*

- Hired to lead phone call/CRM-based remote sales team
- Rewired entire network (moved from unstable Wi-Fi to full LAN)
- Optimized CRM, softphone tools, documentation workflows
- Commissioned AI-driven YELP auto-clicker bot to free sales team from manual work
- Hired/trained local team of remote sales agents
- Provided tech support and reliability oversight
- Occasionally assisted with escalations (under senior mgmt guidance)

**Skills:** Sales Development, Sales Management, Recruitment, Technical Consultation, Team Building, Team Management

### **IT Project Manager** · UNIFUN International SRL · Chişinău

*April 2020 - August 2020 · 5 months*

- IT management of Telecommunications VAS(Value Added Services)

- Communications management between Clients and Unifun departments

- Managing multiple(up to 5) ongoing projects, each with different development dynamic, located in different countries and regions(CIS countries, Africa, Asia)

- Documentation management (Technical, Sales presentations, Product description)

- Regular thorough reporting

Skills: VAS(Value Added Services) Sales, Telecommunications, IT Project Management

**B2B Sales / Pre-sale / Procurement / Tendering Manager** · Accent Electronic JSC (SRL) · Chişinău

*February 2020 - March 2020 · 1 month*

- IT-hardware and software sales/pre-sales

- Finding and acquiring new clients, working with CRM

- Participation in IT tenders/bidding, commercial proposals, price negotiations

- Fortinet products and services, NSE 1,2,3 certification

Fortinet NSE Certification - Network Security Associate (level 1-3), Network Security Professional (Level4) – not complete/without exams

Skills: Technical Pre-sales, B2B Sales, Management of Tenders

**B2B Sales / Pre-sale / Procurement / Tendering Manager** · FORS-Computer SRL · Chişinău

*October 2018 - January 2020 · 1 year 4 months*

- IT-hardware and software sales/pre-sales

- Participation in IT tenders/bidding, commercial proposals, price negotiations, tender disputes

- Tender monitoring – for government and non-government organizations (ex. Council of Europe (CoE), UN Projects (UNDP, UNFPA, UNWomen), International Organization for Migration(IOM), State Embassies, etc.)

- Account management for different vendors, primarily HP Inc., HP Enterprise

- Pre-sale configuration of Desktops, AiO, Laptops, Servers, network equipment, NAS solutions

Certification at the moment:

-HPI Sales Certified - Business Personal Systems Hardware 2019 (HP2-H88 Exam)

-HPI Sales Certified - Workstations 2019 (HP2-H91 Exam)

-HPE Sales Certified - Introduction to Selling Products, Solutions and Services 2019 (HPE2-E71 Exam)

Skills: Writing Documentation, Opportunity search, Technical Pre-sales, B2B Sales, Management of Tenders, Procurement

**System/Network/IT Administrator** · LIDER (Esplan-lux SRL) · Chişinău

*April 2015 - April 2018 · 3 years 1 month*

IT, Networks, System administrator

-System administration: Desktops, Servers, file DB with restricted access/

Accounting / GPS-Tracking, all based on Windows XP/7/9/8/10/Server 2008-

2016

-Administration/maintenance of MS SQL Server 2008 DB working in conjuncture with "1C8 Enterprise" accounting and management platform -Remote and on-site tech support.

-Organization of secure data backup and restore processes

-Procurement of equipment, software licensing

-Working documentation kept in compliance with ISO 9001 standard

-Education of staff to work with IT-infrastructure

Skills: Installator, Production Tech Support, Technical Support, IT Support, Microsoft SQL Server, Windows Servers, Administration of Computer Systems, Networking

## **Desired industries**

- Installations / Technical
- IT, Tech
- Engineering

## **Education: Higher**

### **Center of Excellence in Energetics and Electronics**

*Graduated in: 2025*

Faculty: Professional Competence Certification

Speciality: Construction Electrician (07131.1, NQF Level: 3)

### **UTM Technical University of Moldova**

*Graduated in: 2013*

Faculty: Tele-radiocommunications faculty (FRT)

Speciality: Engineering and Management in Tele-radiocommunications

### **Public lyceum "Vasile Lupu" (ex-school nr.38)**

*Graduated in: 2009*

Faculty: high-school, Baccalaureate

Speciality: General School Education

### **Self - Tought Smart Home Automation and Integration Professional**

*Currently studying*

Faculty: Home Lab using Home Assistant OS, 100+ Devices from different Vendors, 100+ Automations, custom UI-UX, custom ESP32 Devices Engineering

Speciality: Smart Home Integrator

## **Courses, trainings**

**HP Inc. / HP Enterprise Partner Portal Learning (sales certification)**

*Graduated in 2019*

Organizer: HP Inc. / HP Enterprise

**Fortinet NSE Certification: Network Security Associate (level 1-3), Network Security Professional (Level4) - without exams/not completed**

*Graduated in 2020*

Organizer: Fortinet Online Courses

**English language (Grammar & Speech) (2 years)**

*Graduated in 2006*

Organizer: Private class near Slavic University Chisinau

**Autodesk Inventor Private Courses - Basics of Engineering and 3D Printing**

*Graduated in 2025*

Organizer: Maxim Duca - R&D Engineer, ex-Simpals

**Self-tought Smart Home Home-lab Education for Integration, Automation, Installation, UI Design, Support, etc.**

*Currently studying*

Organizer: Self-didactic