

---

## CAREER SUMMARY

### Transitioning to a Developer Role

- **Equipped with over 10 years of progressive experience** in customer service, administration, and management, resulting in a versatile skill set that is adaptable to diverse industries and roles
- **Highly motivated and detail-oriented individual** with a passion for programming and a commitment to continuous learning, having completed a rigorous software development bootcamp and several other courses to acquire necessary skills
- **Exceptional communication and interpersonal skills** honed through working with customers and collaborating with team members

*“Mihai brought a wealth of knowledge and expertise to our team, and his dedication and work ethic were truly outstanding.” - Nav Kaloki, Fleet Manager, Build Hollywood*

---

## AREAS OF EXPERTISE

- |              |                         |                    |
|--------------|-------------------------|--------------------|
| ▪ Javascript | ▪ Git & GitHub          | ▪ Administration   |
| ▪ Python     | ▪ Team Management       | ▪ Sales            |
| ▪ MySQL      | ▪ Operations Management | ▪ Social Media     |
| ▪ HTML & CSS | ▪ Entrepreneurship      | ▪ Customer Support |
- 

## EDUCATION

*Just IT Training Ltd, London - November 2022/Present*

**Digital Skills Bootcamp: Software Development**

*A twelve week intensive bootcamp covering the fundamentals of Web and Software development.*

*Back 2 Work Training, Manchester - October 2022*

**Level 1 Certificate in Skills for Creative Industries**

**Level 2 Certificate in Digital and IT skills**

**Level 2 Award in Web design and Development**

*DMS 4 All, Manchester - June 2022*

**Digital Marketing Bootcamp**

**Oracle Certified Associate Java SE 8 Programmer 1 (1Z0-808) - September 2020**

**CIW - Advanced HTML5 and CSS3 Specialist - October 2020**

**Active IQ - Level 3 Certificate in Personal Training - 2018**

*Academia de Studii Economice, Bucharest-Romania - 2014-2016*

**Master's Degree - Business Development**

*University of Bucharest, Bucharest-Romania - 2008-2011*

**Bachelor's Degree - Public Administration**

# PROFESSIONAL EXPERIENCE

**2Busy Studio**, Manchester

**2022 – Present**

*2Busy Studio offers mobile car detailing services and premium packages of paint correction and protection.*

## **Self-Employed**

As a self-employed individual, I am responsible for building and maintaining a customer base, delivering services at requested locations, building and maintaining a website and social media profiles, and implementing effective marketing strategies to reach new customers. Additionally, I keep tabs on financial flow and store this for financial analysis and HMRC self-assessment.

- ***Built and maintained a strong customer base by implementing effective marketing strategies on social media platforms, resulting in increased revenue***
- ***Successfully managed daily operations of mobile car detailing services across Manchester, UK, ensuring timely delivery of services and customer satisfaction***
- ***Developed and implemented financial tracking systems and reporting procedures, ensuring accurate financial data for analysis and reporting purposes***

**Freelance Personal Trainer**, Manchester

**2018 – 2022**

## **Personal Trainer**

As a freelance personal trainer, I developed personalised health and fitness plans for clients, provided advice on nutrition, and encouraged and tracked their progress towards their fitness goals. I was responsible for promoting events on social media, building a website, issuing invoices, and handling general administrative duties.

- ***Designed and implemented customised training plans for clients, resulting in improved physical fitness and health outcomes***
- ***Managed social media accounts and website, promoting events and driving engagement with clients and prospective clients***
- ***Developed and implemented an invoicing system, ensuring timely and accurate payment for services rendered***

**Fixter**, Manchester

**2017 – 2020**

*Fixter is a Venture Capital-backed Series A tech startup that aims to revolutionise car servicing by making it quick and convenient.*

## **Operations Associate**

As an operations associate, I managed a team of 60 drivers and oversaw live operations, as well as driver recruitment, improving driver professionalism, and the quality of service delivered.

- ***Successfully managed a team of 60 drivers, overseeing daily operations and ensuring timely delivery of services***
- ***Improved driver professionalism and the quality of service delivered, resulting in increased customer satisfaction and positive reviews.***

**Relocated to UK**

**iCredit**, Bucharest, Romania

**2016**

*iCredit is a leading consumer credit firm providing short-term unsecured loans.*

#### **Team Manager**

As a team manager, I monitored the quality of sales, provided feedback and training to sales representatives, and reported information to senior management.

- **Monitored and improved the quality of sales** by providing one-on-one feedback and training to sales representatives
- **Developed and implemented a reporting system** for management information relating to sales, providing accurate and timely data to senior management
- **Improved team performance and productivity**, resulting in increased sales and revenue for the company

**Euro Cosimo**, Bucharest, Romania

**2015-2016**

#### **Senior Manager**

As a senior manager, I was responsible for business development and ensuring high-quality post-sales client care.

- **Successfully implemented development strategies**, resulting in increased revenue and growth opportunities for the company
- **Improved post-sales client care** by implementing new procedures and ensuring effective communication with clients
- **Developed and presented high-quality portfolios** to customers, resulting in increased customer satisfaction and positive reviews

**Sana Vivendi**, Bucharest, Romania

**2012-2015**

*Health and fitness business offering nutritional advice and gym facilities in Romania.*

#### **Manager**

- **Promoted the business** through online, trade fairs, seminars, and social media channels.
- **Created an e-book** on healthy eating and lifestyle to provide information to clients.
- **Developed and customised personal training programs** for clients.

---

## **HOBBIES & EXTRA**

Driver license : 15 years, Full UK, Clean

When I'm not working I like to spend time with my family or cooking, swimming, playing games, going out with friends.