



DALIRAN ALLY

Content Manager - Codezilla Ro

From Bucuresti

Contact details

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About me

Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time.

Professional experience

Experience by departments

IT Software : **6 months**
Advertising : **3 months**
Engineering : **3 months**
Sales: **3 years and 6 months**

Dec 2021 - present
3 months

Content Manager - Codezilla Ro
Bucharest | IT Software | IT / Telecom

Acquired skills and knowledge:

Adobe Photoshop, Wordpress, CMS, Content management, HTML5, Content Writing, cms platforms, HTML / CSS, Visual studio code

Sep 2021 - present
6 months

Full Stack Developer - Atelierele ILBAH
Bucharest | IT Software | IT / Telecom

Full-Stack Developer specialization course

Acquired skills and knowledge:

PHP, MySQL, JavaScript, laravel framework, HTML/CSS

Jan 2020 - Apr 2021
1 year and 4 months

Technical Sales Representative - Tech-Con Industry
Bucharest | Sales | Manufacturing

- Development of sales on the product segment that uses pneumatics, vacuum and hydraulics;
- Maintaining and developing the client portfolio;

Jul 2019 - Dec 2019
6 months

Business Developer for Vacuum Equipment - Robital Industrial Supplier
Ilfov | Sales | Manufacturing

- Maintaining and expanding the portfolio of clients whose purpose is to meet sales objectives;
- Presentation of technical-commercial offers, obtaining orders, negotiating and signing contracts, payment agreements, including tracking of receipts;
- Development and support of general, technical and commercial presentations and information for the targeted fields of activity;
- Developing technical and efficient solutions to customer problems;
- Participation in internal and external trainings in the event of new developments;
- Active contribution to the discovery and exploitation of the market potential in the fields of activity by recognizing the market development trends;
- Continuous analysis and application of countermeasures regarding competition;
- Preparation of periodic reports and elaboration of statistics regarding the sales activity;

- Compliance with the requirements of the Quality Management system.

Acquired skills and knowledge:

Business analysis, Sales Management, Business development, Marketing strategy, business planning

Dec 2017 - Apr 2019

1 year and 5 months

Business Developer - SMC Romania

Bucharest | Sales | Manufacturing

- Vacuum Equipment Sales Development;
- Vacuum Technology training for the employees;
- Technical Solutions for the applications and documentation regarding SMC products.

Acquired skills and knowledge:

vacuum technology

Jun 2016 - Aug 2016

3 months

Junior Engineer - Research Institute for Hydraulics and Pneumatics in Bucharest

Bucharest | Engineering | Education / Training

During the time spent with INOE 2000-IHP, I went through several research laboratories and i did some experiments on pneumatic and hydraulic mechanical testing stands :

- Tribology and lubrication equipment;
- General hydraulic;
- Fluid mechanics;
- Hydrostatic transmissions;
- Mechatronics and robotics equipment;
- Electro-hydraulic control equipment;
- Pneumatic equipment;
- Environment protection.

Acquired skills and knowledge:

Hydrostatic transmissions, Tribology and lubrication equipment, Pneumatic and Hydraulic equipment, Mechatronics and robotics equipment

Jan 2015 - Apr 2015

4 months

Sales agent - Yt Global Management

Bucharest | Sales | Financial / Banking

Searching for potential investors for trading CFDs and other instruments on the local and international capital market.

Acquired skills and knowledge:

I reached the target every month

Jun 2011 - Aug 2011

3 months

Distribution - Galaxy Cable

Bucharest | Advertising | Advertising / Marketing / PR

Promote the company through advertising and convince the people to make subscriptions to telephony, Internet and TV.

Education

2017 - 2019

Master's degree - University Politehnica of Bucharest

Advanced Hydraulic and Pneumatic Machines and Systems | Bucharest

General skills acquired during Master studies :

- Creative application of research techniques and problem-solving;
- Preparation of studies and reports published or applicable professional;
- Ability to lead working groups and communicate in the most diverse contexts;
- Leadership skills and clear commitment by way of their professional development;
- Superior skills of independent research.

2013 - 2017

Bachelor's degree - University Politehnica of Bucharest

Hydraulic and Pneumatic Machines and Systems | Bucharest

General skills acquired during Bachelor studies :

- Capability to realize - under supervision - specific works within the field, such as : preparing research-development and production plans, activities as an assistant maintenance engineer, etc.;
- Expression in foreign languages technical profile;
- Technical approach by applied concept, theories and working methods to evaluate the complex problems within the field of activity of hydraulic and pneumatic systems;
- Capability to operate with the IT systems dedicated to the hydraulic and pneumatic equipment;
- Manipulation of hydraulic and pneumatic measurement and control devices, the data processing systems and to render their results at the level of knowledge;

2009 - 2013

High School / Vocational school - Mircea Eliade High School

Natural Sciences | Bucharest

Skills

General skills

microsoft windows, knowledge office, digital skills - experimentat, Software, catia v5, C++, LabVIEW, Visual FoxPro, AutoCAD, Microsoft Office, microsoft excel, LibreOffice, Adobe Photoshop, SolidWorks, Mathcad, ansys fluent, Punctuality, Creativity, Team spirit, Team player, Team Management, cooperation, seriously

Foreign languages

english - Advanced, persan - Advanced, romanian - Advanced, turkish - Beginner

Other info

Qualifications

Mechanical Engineering

acquired on Jul 2019

Prizes and Distinctions

Scientific Student Communication Session - 3rd Prize for "Study of an Ultrafiltration Plant for Water Drinking Using Tubular Membranes".

acquired on May 2016

Projects

Single Blade Wind Turbine with Horizontal Axis

period Feb 2017 - May 2017

Calculation and design of a single blade wind turbine with a horizontal axis for an solar tower.

Study of an Ultrafiltration Plant for Water Drinking Using Tubular Membranes

period Mar 2017 - Mar 2017

My team and I accomplished an research with the title "Study of an Ultrafiltration Plant for Water Drinking Using Tubular Membranes" where we designed and create the installation . When the installation was finished we runned some system checks and after that we made some data collection and analysis and presented the results in front of an accredited committee.

Trainings

Selling Techniques

period Feb 2018 - Feb 2018

I learned how to identify the client's needs in order to find out (or not) the information on the basis of which I present to the client the benefits of my product or the service that will meet his needs [...]

Strategies & Negotiation Tactics

period Feb 2018 - Feb 2018

I learned how to make my strategy from scratch, how to take advantage of the occasion and when I need to make compromises to have a win-win result [...]

Influencing Skills

period Feb 2018 - Feb 2018

I learned influencing techniques that did not just make people do as one says, obedience being freely consensual, maintaining a strong sense of free choice [...]

Problem Solving & Team Work

period Feb 2018 - Feb 2018

I learned to make difference between minor or major issues and when one of them has to be a priority according to the client [...]

Driving license

Category : B / attained: 09 Feb 2012