

## PROFESSIONAL EXPERIENCE

### Evozon

#### Project Manager / Product Owner

Aug 2019 - Present ( 4+ years)

- At the moment I am managing multiple ERP implementation projects for various customers around Romania
  - managing the client portfolio by getting to know each of the customers, their business and organizing the transition from their old way of working to the new business flows in the ERP system.
  - as many of the resources needed for implementation are shared between the projects, I spend most of my time taking care of project budget, resources, timeline and aligning all of the projects in order to deliver on time and on budget.
- As PO I handled 2 products going through all of the stages of the Product Life Cycle, including end-of-life management.
  - I was involved in market research, defining product vision and scope, roadmap development, gathering requirements, feature prioritization, development, launch, post-launch optimization etc.
- As a Project Manager I worked on 3 mid-sized Agile projects going through all of the steps from initiation to closing.
  - responsible with stakeholder management and was the main point of contact between the client, the team and my company, responsible for managing the budget, time and scope of the project and keeping everyone informed.
  - managing the team by organizing the way we work, understanding the needs and wants of each person through regular 1-on-1 meetings, keeping everyone motivated, making sure next steps are understood and agreed upon.
  - managing the project by constantly gathering requirements, asking for feedback, managing the scope, managing project risks, tracking progress through GANTT or burndown charts.
- Had multiple “unofficial” roles whenever there wasn’t a person on the team to fulfill that need
  - I acted as a Scrum Master and organized Agile ceremonies for the team, making sure we follow the SCRUM principles
  - occasionally I played the role of BA by bridging the gap between business requirements and the technical solutions, gathering and prioritizing requirements, transforming them into tasks for developers, process mapping, etc.
  - helped the team by testing the applications we worked on and writing test cases for new features
- Results that I have had over the years:
  - 95% retention rate with only 1 person leaving any of my teams in the last 4+ years.
  - grew the number of users on one of the products I was in charge from 80k to over 200k.
  - successfully developed and implemented an end-of-life strategy for one of the products I worked on.
  - set up and improve processes giving more time for people to focus on their work and improving the overall efficiency of the team by 50% in one year. This helped us deliver ahead of stakeholders expectations.
  - was audited during ISO 27001 and 9001 certification and praised for the implemented processes and documentation on the projects I was working on.

#### Regional Program Manager - Google Atelierul Digital Hub

Feb 2018 - Dec 2018 (11 months)

- This initiative was powered by Google Romania and Evozon Systems. Together we opened and grew 2 Digital Hubs in Cluj and Timisoara, where students, startups, SMBs, NGOs had the opportunity of free consultancy in Digital Marketing for the purpose of growing their business.
- I managed the teams of consultants from Cluj and Timisoara, created the regional strategy in order to reach as many people as possible, offered support, training and tracked their progress according to Google's policies and expectations.
- Collaborated with other Google partners from Romania in implementing a national strategy for the Hubs.

#### Human Resource Specialist

Sept 2016 - Aug 2019 (3 years)

- As a HR I was responsible for the wellbeing of 80+ people from 2 different departments. I was involved in:
  - recruiting people that are a good fit both technically and from a cultural standpoint
  - help management in making decisions regarding the people working in the departments.
  - develop a learning culture, encourage feedback, grow people with management responsibilities.
  - organize team-buildings and different internal events.
- My focus was on employee retention. For this I developed strong relationships with everyone in order to find out how they work and what I can do to help them grow both personally and professionally.
  - organized periodical 1-on-1 discussions
  - organized and delivered trainings based on the needs I identified
  - offered my support in resolving conflicts within teams

# PROFESSIONAL EXPERIENCE

## Grow People Academy

Co-founder

Oct 2020 - Jan 2023 (2 years, 3 months)

GPA appeared in order to fulfill the need of people who want to join the IT field and want quality training sessions delivered by professionals, focused on practice and building a portfolio, all at reasonable prices.

- We offered training sessions for beginners on HTML, CSS, JavaScript and QA. The training sessions were designed to take the participants through the basics up to the junior level and prepare them for internships.
- I was a co-founder along with 2 colleagues and together we went through all of the steps of starting a business: from legal formalities to market analysis, selecting our niche, building a brand, marketing, organizing training sessions etc.

In order to better understand what we are selling I became a student and learned the basics of HTML, CSS and JavaScript while building multiple projects:

- This helped me better understand how developers are working, the software development concepts and the whole process. It also allowed me to pass the internship tests at my company and join the JS Spring Internship in 2022.

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## LEARNING & CERTIFICATIONS

### Personal AI & ML projects

Aug 2023 - present

Learning the basics of coding and then participating in the JS internship showed me how important it is to have at least a basic understanding of the technical aspects of the projects I work on. That is why I invested time in building some basic AI & ML projects in order to get to know more about the field and be able to talk to AI professionals using their lingo. I have:

- finetuned multiple GPT 3.5 models and built chatbots for different uses.
- developed a RAG chatbot using Phyton & Langchain that can answer questions using a knowledge base given by the user
- build multiple models like: a regression model for predicting energy output of a Combined Cycle Power Plant, an image classification model, a fraud detection model.

### AI Product Management by Duke University

Aug 2023

This Specialization provided a foundational understanding of how machine learning works, when and how it can be applied to solve problems, the data science process and best practices in guiding machine learning projects, and the ethical and legal considerations of working with AI.

The course offered me:

- a non-coding introduction to machine learning, with focus on the process of developing models, ML model evaluation and interpretation, and the intuition behind common ML and deep learning algorithms.
- a deep understanding of the CRISP-DM process model steps, from how to identify good opportunities for ML through data collection, model building, deployment, and monitoring and maintenance of production systems.
- ways to identify and mitigate privacy and ethical risks in AI projects, apply human-centered design practices to design successful AI product experiences, build AI systems that augment human intelligence and inspire model trust in users

### JavaScript Intern

Apr 2022 - May 2022

I have participated in the Evozon spring JS internship where I deepened my programming skills, learned React and built 5 projects from scratch (2 of them were developed in teams of 3-4 people).

- learned the basics of React, components, hooks, MaterialUI, how to use APIs, state management, GIT basics etc.
- I built multiple projects:
  - [a caesar cypher](#) that can code/decode a text given a key,
  - [a Formula 1 leaderboard](#) using data from a JSON where you can add/subtract points from drivers
  - [a Pokemon quiz](#) using PokeAPI where you had to guess the pokemon from it's silhouette,
  - [a GitHub clone](#) where you can search for GitHub users and display their page with all information and repositories,
  - a state manager using Pub/Sub design pattern

This experience helped me better understand how developers work, I have gained a deeper understanding of the difficulty of certain tasks and am now able to have a basic, junior level, technical discussion with the people in my team.

### Basic HTML, CSS & JS Certification from GPA

Mar 2021 - May 2021

Learned the basics of HTML, CSS & JS in a 50h course over the period of 3 months.

- developed a couple of basic projects like: [Interior Design Webpage](#), [Testimonials Grid Section](#), [3 Column Preview Card Component](#), [Social Proof Section](#), [FAQ Accordion Card](#), JS Calculator,

# LEARNING & CERTIFICATIONS

## ANC Accredited Trainer

May 2019

I have participated in courses organized by Transilvania Digitala Inovativa 2.0 and obtained the trainer certification.

- since then I have delivered over 100h of training sessions on multiple topics like: Agile Development, Project Management, Leadership, Conflict Management, Assertive Communication & Feedback, Presentation Skills.

## VOLUNTEER WORK

### AIESEC

#### Local Training Team Coordinator

Dec 2015 - Dec 2016 (1 year)

AIESEC is an NGO focused on creating future leaders and developing people's potential.

Here I was the team-leader of a team of 8, responsible for the development and the implementation of the educational cycle.

Our goal was to help the 150 members of AIESEC Cluj develop their skills by offering them opportunities to learn through training and workshops. Also, I was responsible for establishing contacts with Startups and NGOs in Cluj in order to deliver training sessions and team-buildings not only in AIESEC but also outside of it.

As a LTTC my responsibilities were to:

- assess the needs of the members before organizing a training sessions
- organize the team and make sure that all of the required training sessions were delivered on time and were well designed
- deliver sessions for both AIESEC members and volunteers coming from other countries
- do follow-up sessions in order to evaluate the impact of the delivered training sessions;

### OSUBB

#### Human Resources Department Coordinator

Oct 2012 - Oct 2013 (1 year)

OSUBB is an NGO whose purpose is representing university students and defending their interests.

My role in the organization was coordinating the Human Resources Department's team which had around 20 active members.

Together we:

- organized annual recruitment campaigns for new members
- supervised the development of members and implemented an educational cycle
- improved the organization's inter departmental communication system
- organized internal events such as team-buildings, training sessions, social gatherings and also the anniversary gala.

#### Volunteer

Oct 2011 - Oct 2014 (3 years)

As part of OSUBB I was involved in different educational, cultural and social projects that the organization developed.

I was part of the HR department focusing mostly on events meant to recruit, train and retain volunteers in the organization, but was also responsible for coordinating projects such as the anniversary gala or an educational exchange with students from Bucharest.

In 2015 I was awarded the title of alumni due to my constant involvement in the development of the organization.

### Other projects

Over time I was involved as a coordinator or volunteer in different projects such as: Noaptea Muzeelor Cluj (2016-2018), Incotro? Darabani (2016), Junior Summer University (2011-2014), Filmul de Piatra (2010-2013).

## EDUCATION

#### Masters degree

2014 - 2016

Master's degree in Philosophy, Culture and Communication  
Faculty of History and Philosophy, UBB University

#### Bachelor's degree

2011 - 2014

Bachelor's degree in Philosophy  
Faculty of History and Philosophy, UBB University

#### High School

2007 - 2011

Mathematics and Computer Science, intensive Computer  
Science specialisation  
Colegiul National Petru Rares, Piatra-Neamt

## SOFT SKILLS

Training - certified trainer with 200h+ in training sessions  
Coaching - I implement coaching strategies in my day to day work activities  
Leadership - always interested in developing this skill even more

## LANGUAGE SKILLS

Romanian (native)  
English (proficient)  
French (intermediate understanding, intermediate reading, beginner speaking skills)