Hello. I am Andrei Chirila.

I am 31 years old. I was born in Piatra Neamt where I lived until I started college. I studied the Mathematics and Advanced Informatics profile as I had a big interest in Science and Computer Science.

When I was a child I used to play chess. I still do, I enjoy it very much. I have a very organized and logical mind and I enjoyed the challenges of chess. I wasn’t very good at it unfortunately although I still can beat most amature players..

I am also a big reader and a wana-be writer. I haven’t published anything yet but you can find me on Medium at <https://medium.com/@chirila.andr>. I enjoy fiction a little bit more but I have written some articles regarding job related subjects or different things that I am working on. And who knows, maybe someday you will hear about my fiction work too.

I am not very good at sports in general (I’m not the kinetic intelligence kind of guy unfortunately) but I loved doing them since I was a child. I always had at least 1 extracurricular sport activity during my childhood up until college. I played volleyball, did karate and went hiking. Now I try to stay healthy by swimming and playing football.

Same can be said about music, it was one of my passions as a child and I learned over the years to play the piano, the guitar, the basse, drums, cajon, melodica and even the jew harp (although I forgot most of them by now) but my most played instrument are definitely the drums. I played in a band back in highschool and we were actually decent. We put in a lot of work and ended up with a very good sound, somewhere between Luna Amara and Deftones. I still play the guitar sometimes and the cajon, but not as much as I would like to.

I was burned out after highschool and my computer science interest had faded because of the intense 8h a week Informatics schedule with a not so pleasant professor. I decided that I wanted to do something more on the intellectual side and, as I always had an interest in books in general, and philosophy in particular, I decided to go to Cluj and study Philosophy at the Universitatea Babes-Bolyai University. I started studying in 2011 and majored in Esthetics in 2014 then did my Masters on the same subject graduating in 2016.

In the meantime I did a lot of volunteer work and noticed that I work well in teams and that I usually end up being the person that coordinates the activities or in some other leadership position. I was a volunteer for 5 years in total. 3 years at Organizatia Studentilor din Universitatea Babes-Bolyai (OSUBB) out of which for 1 year I was HR Department Manager. For 1 year I was the Local Training Team Coordinator at AIESEC Cluj-Napoca. For another year I did various volunteering with different organizations like Centrul Cultural Clujean.

That is how I ended up working in HR after finishing college although my first real job that I had for 1 year and a half was librarian while doing my masters. After college I ended up working in HR at Evozon as I had most of the skills required for the role were the ones that I developed doing volunteer work. I started off as an HR Specialist for the JavaScript department that had around 60 people. I did multiple things from recruiting to organizing social events and team-buildings but I enjoyed talking to people about their projects, the way they work and how it can be improved. I learned about coaching and used it in order to help people overcome obstacles they face at the workplace by organizing the way they think so they can find a solution to their problems.

During this time I also started holding training sessions and developing my Public Speaking skills. Although I had done this while I was volunteering also, especially in AIESEC where my role was to train people from the organization, this was the time that I also obtained a certification as a trainer from ANC after an intensive course on the subject.

All of this revived my interest in Computer Science and, with my experience in leadership and team management that I had accumulated over the years as a volunteer, I decided that I want to become a Project Manager.

At first I started with a project that was not so much Software Development but a Marketing one. Google Atelierul Digital was a project done by Google where they offered free training for their tools. They would open up a hub in a city and offer free consultancy to entrepreneurs that want to learn about google products and how to apply them in their business. I was a coordinator for this project, taking care of 2 hubs: one in Cluj-Napoca and one in Timișoara. I worked with consultants whose jobs were to talk to as many entrepreneurs as possible and help them with their questions regarding Google products. I was in charge of organizing the team and coming up with a local strategy in order to get to as many entrepreneurs as possible.

After the project had finished, I was offered the chance of becoming a Project Manager at Evozon starting from august 2019. My first project was a food delivery app that focused on B2B rather than B2C. Companies that offered their employees food benefits (free lunch or different discounts on food that they ordered) would use the app in order to track this benefit and offer their employees the opportunity of ordering food from different restaurants. The team was made out of 1 Project Manager (myself), 5 developers, 1 business analyst, 1 UX / UI designer, 1 QA and 2 mobile developers. The project also had a B2C aspect and we were planning on launching the app for B2C in Cluj-Napoca when the Corona virus hit and, unfortunately, all of the clients were lost as people didn’t have to come to work anymore. This made it so that our clients cut off benefits regarding food and so the project closed. We worked in an Agile environment using SCRUM with 2 week sprints. This was my first encounter (outside of theory) with the Software Development process and the Agile way of working and, for as long as it lasted, was a success as I got to learn a lot about the process of building software and also I had a glimpse into the food delivering industry and it’s challenges.

My second project was an internal product where I was Product Owner. I had the task of developing an internal tool used for sales that would help department managers and sales persons have a better overview over the skills of the people working in the company, their availability and have a complete history of their work in order to pitch them to possible clients. Whenever a project team was proposed to a possible client, „CV’s'  of the people were sent in order to show the client what the team would look like. The issue was that this was done manually, each of the people were asked to fill in a Microsoft Word template with the details of their past projects. This was frustrating, took a lot of time and there was no overview of the skills existing in the company. We started by understanding the needs of the sales department, the problem regarding how it is done now, identifying all potential stakeholders and people interested in this project, gathering their needs and requirements. Then we created an UX prototype which was validated and we started working on that. I was in charge of prioritizing the backlog, deciding which features are the most important and need to be shipped, which can be left out and added later and which features will not be delivered. After the product went live we discovered additional requirements and included them as part of the post-launch optimization phase. The product was a success, it was praised by the stakeholders who finally had an easy way of gathering the information they needed and had an overview of who is working on what and what skills each person has. It was also easily adopted by my colleagues who found the process of creating a CV a lot easier and more intuitive. The team was made out of 1 Project Manager (myself), 1 UX, 1 UI designer, 3 Developers and 1 QA. We worked Agile using the SCRUM methodology with 2 week sprints.

The third project I was assigned to was a small Wordpress website for a second-hand car dealership (one of the biggest in Romania). This was a smaller project with only 1 UI designer, 2 developers and 1 QA. We designed their website from the ground up and created a custom search functionality that would make it easy for the user to find the car they wanted by integrating the car stocks from multiple dealerships around Romania. The website was also integrated with Autovit and Emag as listings would be automatically made on these websites whenever a new car was added. On this project we worked in a Kanban style.

A fourth project was a product of Evozon that was already launched and running with multiple clients. We were negotiating a potential partnership with a big bank in Romania and I was asked to manage this partnership. In time, I became the Product Owner as the person in charge of this left the company.  Here I had my first encounter with a „living” product and went through multiple stages of the Product Life Cycle. This was a scheduling app that helped businesses manage their appointments and users make appointments to various businesses. There were multiple businesses using the app when I was introduced to the project but not enough in order to create a marketplace so that users would think of using the app whenever they wanted to schedule an appointment to a salon or at the dentist's office. One of my first duties, besides managing the relationship with this big potential client, was to talk with our users and better understand what their needs are, why they are using the app, what functionalities of our product they are using in order to better understand our position in the market. I did this through interviews and questionnaires and created a comprehensive overview of how our product is being used. Besides this I also analyzed the competition and what they offered. This gave us the possibility of creating a long-term strategy by understanding exactly where we stand and what we need to do. Unfortunately, the conclusion was that we were lacking behind and our unique selling points weren’t enough to catch up to other products already on the market. We decided to shift our focus on retaining the clients that already used the app and search for other opportunities and ways to recycle the app in the meantime, while using as few resources as possible. By this point I was in charge of the project 100% and created a strategy of stabilizing our client-base and our income by addressing the needs of our existing customers, fixing bugs and issues and developing little quality of life features that would determine our existing clients to stick around. I had to deal with multiple issues from outdated technology to various customer support issues, I was involved in strategizing, sales, and every other aspect that was needed. At the moment, at my proposal, we are looking to end the life of the product in a manner that impacts our users in the least amount possible and keeps the partnerships developed along the way alive. I am happy that in my 3+ years on this project I managed to keep a steady client base (it increased around 5-10%), reduced the need for customer support to almost 0, and keeped all of the important partnerships alive.

A fifth project that I was in charge of was in the field of construction where, for a client from France focused on bridge building, we developed a platform for project management. This platform was used internally by them but also sold to other construction companies. The goal of the platform was to combine several tools needed by construction companies and generate assets for them to use. The challenge was to understand this field in order to be able to deliver the right functionalities to customers.The team was formed out of 8 people: 1 Project Manager, one UX designer, one UI designer, four developers and one QA. In the 2 years that I’ve worked on this project we managed to transform it into a very well organized project, using SCRUM methodology and generating value with each sprint. Out of all the projects that I have worked on, this is the one I am most proud of as I was able to transform a project on which several teams had worked, with technical debt and using outdated technology into a well organized project greatly improving the relationship with the client. We managed to become more efficient, we paid off the technical debt, developed new functionalities and even passed an ISO 27001 and 9001 audit.

At the moment I am managing multiple ERP implementations for a wide range of businesses from Romania. I am coordinating a team of 20 developers and consultants over 4 ongoing projects and around 20 other clients for which we offer support. I deal with client requests, prioritize them, allocate people to handle the tasks, manage the budgets of the projects and organize the team so that everything gets done on time. It is a challenging position as I have to deal with a lot of customers that all have different needs and timelines and I have to find a way to manage the team so that we can handle all the requests.

At the moment I am looking for something new in the field of software development and AI. I would like to find a company where innovation is at the heart of the business and where I can come up with ideas for products or use my management skills in order to make a change. I am especially interested in Artificial Intelligence, Machine Learning and anything else that is related to this subject. I have participated in online courses and tried to understand as best as I could what this domain is about. I have developed multiple small projects like chatbots and regression models in order to better understand how the field works and what you can do with AI in the present. I am very connected to this field and I watch everything that happens in order to keep up with the trends and discussions about AI: its future, ethics, social implications etc.