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Daniel Stoica

*Web Developer +
Executive IT
Recruiter*

A modern polymath with expertise that spans a significant number of different areas. A multicultural and multidisciplinary career focused mainly on Technical Recruitment for the past 3 years.

Specialties: Project Management, Lean Six Sigma, Operations Management, Team Leadership, B2B & B2C Sales, IT Recruitment, Learning and Development Solutions.

Web development specialties: Software Design, Web Standards, HTML, Cascading Style Sheets (CSS), Front-end Development, Back-End Web Development.

Work Experience

Senior Executive IT Recruiter

- Handling full life-cycle process of recruitment for European Institutions: sourcing, interviewing, negotiating.

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<p>SA</p> <p>Jul 2018 – Present</p> <p>Remote</p>	<p>Administrator, DB Administrator, Support Manager, Cyber Security), Project Manager, Business Intelligence, Business Analyst.</p>		
<p>Senior Executive IT Recruiter</p> <p>DREAMITJOBS</p> <p>Nov 2015 – Jun 2018</p> <p>Remote</p>	<ul style="list-style-type: none"> • Excellence in sourcing and assessing technical talent. • Handling full life-cycle process of recruitment for clients based in North America, Europe, and the Middle East. Acting as a bridge between the candidates and the clients. • Responsible for technical interviews, evaluations and salary negotiation. 		
<p>Project Manager</p> <p>BIG MEDIA GROUP</p> <p>Oct 2015 – Oct 2017</p> <p>Remote</p>	<ul style="list-style-type: none"> • Coordinate general activity, human resources management, client management, B2B sales, legal representation of the company. • Strategic consulting, including business plan & sales strategy development. • Networking with Government Officials, Ministers, Country Ambassadors and CEO's from the private sector. • Delivering training programs for the sales team. 		
<p>Project Manager / Co-founder</p> <p>UNIVERSUL CALCULATOR</p> <p>Sep 2009 – Sep 2015</p> <p>Bucharest, Romania</p>	<ul style="list-style-type: none"> • Developed and implemented the B2B and B2C strategy. • Analyzing and forecasting business trends to identify business development opportunities. • Developing new client and business relations. • Define, implement and adapt sales and business development strategies to maximize market presence and penetration. • Brand development and advertising. • Restructured the company's business during the economic crisis. 		
<p>Team Leader and Adviser</p> <p>MINISTRY OF INTERIOR</p> <p>Jan 2006 – Nov 2011</p> <p>Romania</p>	<ul style="list-style-type: none"> • Developing and implementing protective countermeasures, based on the latest risk management tools and technology. • Comprehensive activity planning. • Conducting comprehensive security assessment of vulnerabilities at facilities. • Engaging with clients, the public and partner agencies. 		

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Education

Polytechnic University of Bucharest, The Faculty of Entrepreneurship, Business Engineering and Management

Master's Degree; Field Of Study: Human Resources Management
2009 – 2011

Polytechnic University of Bucharest, Faculty of Applied Sciences

Bachelor's Degree; Field Of Study: Applied Sciences
2007 – 2011

„Spiru Haret” University, Bucharest

Bachelor's Degree; Field Of Study: International Business, Trade, and Tax Law;
Grade 9.40
2004 – 2008

Let's keep in touch!

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