



# POP ADRIAN BOGDAN

Assistant Store Manager - Media Galaxy Cluj Napoca - Altex Romania SRL

Age 33 from Cluj Napoca, not married -

## Contact details

Email: [popadrianbogdan@yahoo.com](mailto:popadrianbogdan@yahoo.com)

Tel: 0747362453

Address: Henri Barbusse

## Professional objective

Although my professional experience is in the field of online and retail sales management, I am currently in the process of a major career change in the direction of web development.

I am self-taught and have acquired basic knowledge of the following: HTML, CSS, Bootstrap, PHP-MySQL, Phpmyadmin, Symphony Framework and Git.

I am highly motivated and enthusiastic, hardworking always with excellent attention to detail. I am enclosing my resume for your consideration, also for more detailed information about my level of expertise you can review some of my personal projects at <https://www.github.com/fildes3d3>.

## Professional experience

### Experience by departments

IT Hardware : **4 months**

Internet / e-Commerce: **10 months**

Sales: **9 years and 11 months**

### Apr 2014 - present

2 years and 1 month

#### Assistant Store Manager - Media Galaxy Cluj Napoca - Altex Romania SRL

Cluj-Napoca | Sales | IT / Telecom

- general store management (representation of the company in relation to the local authorities, merchandising)
- optimizing the store profitability
- supervizing the visual identity of the store
- Planning resources (employees, working timetable, local budgets)
- team management (task assignment, motivation, training, coaching and control);
- employees selection and recruitment
- sales reports

### Oct 2009 - Nov 2013

4 years and 2 months

#### Showroom Manager - Dante International SA [www.emag.ro](http://www.emag.ro)

Cluj-Napoca | Sales | IT / Telecom

- NPS, Customer Care, Customer Satisfaction, NPS - analysis, monitoring and optimizations at national level, customer feedback questionnaires, phone client feedback
- Identifying new locations for expanding the showroom network at regional level, new location set-up, actively involved in personal recruitment, operational, procedural and sales training for new employees
- General showroom management (representation of the company in relation to the local authorities, merchandising)
- Maintaining a high standard of customer services, showroom image and solving unexpected problems
- Planning resources (employees, working timetable, local budgets)
- team management (task assignment, motivation, training, coaching and control); -employees selection and

recruitment

- I have developed a strong efficient team for the Cluj Napoca Showroom
- I specialized in the analysis, monitoring and optimization at a national level, for the Customer Care/ Customer Satisfaction policies, based on the existing feedback system (Customer feedback questionnaires, out-interviews, customer phone feedback, NPS scores)

Phone

Laptop

Mediacal Benefits

### **May 2008 - May 2009**

1 year and 1 month

### **Account Manager - Falmingo Computers SA-Flamingo Distribution Centre - FDC**

Cluj-Napoca | Sales | -

- achieving monthly sales targets
- compiling, verifying sales reports to upper management
- maintaining a good relationship with local authorities

### **Jul 2005 - May 2008**

2 years and 11 months

### **Store Manager - Flamingo International SA - Flamingo Computers**

Cluj-Napoca | Sales | -

- new location set-up, actively involved in personal recruitment, operational, procedural and sales training for new employees
- General showroom management (representation of the company in relation to the local authorities, merchandising)
- Maintaining a high standard of customer services, showroom image and solving unexpected problems
- Planning resources (employees, working timetable, local budgets)
- Team management (task assignment, motivation, training, coaching and control); -employees selection and recruitment

Diana Oancea - Area Sales Manager tel.:0740178447

### **Mar 2005 - Jul 2005**

5 months

### **Service Tehnician - Flamingo International SA - Flamingo Computers**

Baia Mare | IT Hardware | -

- warranty and post-warranty services, maintaining the store computers and network, logistics and merchandising

Corina Griga Shop Manager Baia Mare  
tel: 0743.161.627

### **Nov 2001 - Sep 2002**

11 months

### **Internet Caffe operator Service Engineer/System Maintenance - SC Golden Rule SRL**

Baia Mare | Internet / e-Commerce | Media / Internet

- computer service, computer maintenance, network maintenance, Internet CaffeOperator
- The improvement of computer network whit low budget, finding efficient solutionsfor upgrading the computers cost-efficiently

## **Education**

---

### **2001 - 2005**

### **College / Bachelor's degree - Universitatea de Vest 'Vasile Goldis**

Marketing | Baia Mare

### **1997 - 2001**

### **High School - Grup Scolar Tehnic Nr.1**

Electronica si Electrotehnica - Electronist Tehnica de Calcul | Baia Mare

## **Foreign languages**

---

English - Advanced, Italian - Medium, French - Medium

## Other info

---

Numerous sales trainings (Microsoft, Intel, Samsung, HP, Apple, Customer Satisfaction, Sales Excellence)

### **Driving license**

Categories A, B

acquired on 05 Nov 2002