

Contact

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Top Skills

HTML

Css

JavaScript

Certifications

JavaScript Algorithms and Data Structures

JavaScript Course

Responsive Web Design Certification

Robert Gogoanta

| Experience with HTML/CSS and JavaScript
Bucharest

Summary

A highly organized and efficient individual , testable, efficient code by using best software development practices

Creating website layout/user interfaces by using standard HTML/CSS/JavaScript practices.

Experience

Search Talent

IT Recruiter

December 2020 - Present (4 months)

Security Raccoon

Account Manager

March 2019 - December 2020 (1 year 10 months)

Netherlands

Develop a growth strategy focused both on financial gain and customer satisfaction

Conduct research to identify new markets and customer needs

Arrange business meetings with prospective clients

Promote the company's products/services addressing or predicting clients' objectives

Prepare sales contracts ensuring adherence to law-established rules and guidelines

Keep records of sales, revenue, invoices etc.

Provide trustworthy feedback and after-sales support

Build long-term relationships with new and existing customers

Develop entry level staff into valuable salespeople

North Wood Fired Pizza

Business Development Officer

April 2018 - February 2019 (11 months)

Prospected for potential new clients and turned them into increased avenues of business.

Developed relationships with senior decision makers (incl. CEOs, CFOs, CMOs, or VPs) within potential clients.

Developed negotiating strategies and positions by examining risks and potentials as well as estimating partners' needs and goals.

Worked closely with SVP and GM to develop customer acquisition strategies to obtain maximum sales volume and profitability.

Developed and oversaw marketing functions to identify key marketing strategies for successful new customer acquisition and sales growth.

Enhanced organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

Press Up Entertainment Group
Assistant Manager Business Development
January 2018 - April 2018 (4 months)
Dublin, Ireland

Collaborated with business development, marketing, and product departments on the creation of competitive concept proposals.

Developed new service offerings based on detailed and documented insights of market and client needs.

Managed and maintained a structured analysis of target markets, clients, and documentation in the CRM system.

Provided market intelligence and feedback to global and regional teams on the market, industry, and competitors' developments.

Built and maintained relationships with key contacts at potential clients, consulting companies and partners in order to get access to new opportunities.

Base Wood Fired Pizza
Business Development Assistant
June 2016 - January 2018 (1 year 8 months)
Dublin, Ireland

Di bella restaurant
Business Development Assistant
May 2015 - April 2016 (1 year)
Dublin, Ireland

Education

freeCodeCamp

Responsive Web Design & Java Script Algorithms and Data
Structures, Information Technology · (2020 - 2021)

Nichita Stanescu Mathematics and Informatics
· (2008 - 2012)