Kacper Gajdarski

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PROFESSIONAL SUMMARY

Creative and detail-oriented Front-End Developer, skilled in React, JavaScript, HTML, and CSS. Experienced in building responsive, user-friendly interfaces combining functionality and engaging design. Driven to deliver seamless digital experiences, continuously improving through self-development and innovation.

EDUCATION & QUALIFICATIONS

Heriot-Watt University, Edinburgh *September* 2021 - June 2025

BSc(hons) of Computer Science (Software Engineering) Grade 2:1 - Final Year Project (React Native & UI/UX)

PROFESSIONAL EXPERIENCE

Samsung (PRS) - *Sales Expert;* Edinburgh November 2024 - Present

- Consistently exceeding KPIS, overdelivering on Care+ & VA targets by 20%. Whilst meeting and exceeding monthly revenue goals.
- Undertaking Level 1 Engineer training, applying diagnostic and troubleshooting skills to resolve issues efficiently.
- Supported colleagues by sharing sales techniques and product knowledge, contributing to team KPIs and overall store performance.
- Positioned Care+ as a value-driven solution using product knowledge to align higher-tier devices with customer requirements.

Virgin Media O2 - *Sales Assistant;* Edinburgh May 2022 - November 2024

- Created tailored packages using Virgin Media's ecosystem benefits to save customers money while boosting multi-product sales.
- Leveraged product knowledge to align with customer lifestyles, boosting satisfaction and increasing attachment rates.
- Developed expertise in in-store systems and processes, supporting colleagues with cases, device bookings, refunds, and training.
- Delivered customer-focused solutions balancing affordability and long-term value, building trust that drove loyalty and repeat business

PROJECTS

CarVault – Full-Stack Web Application for Automotive Enthusiasts
Next.js, React, TypeScript, Tailwind CSS, shadcn/ui, tRPC, PostgreSQL, Prisma, Supabase, Vercel

Portfolio Website – Personal Developer Showcase
Next.js, React, TypeScript, Tailwind CSS, Framer Motion, Vercel

SKILLS & COMPETENCIES

- Collaboration & Team Leadership
- Responsive Web Design
- Attention to Detail
- Cross-Browser Testing
- Interpersonal Communication

- Consultative & Relationship-Based Selling
- Strong Communication & Active Listening
- Sales Presentations & Negotiations
- Adaptability & Problem Solving
- Time Management

TECHNICAL & SOFTWARE PROFICIENCY

- Software - Figma, Visual Studio, Pronto, Salesforce
- Language - Git/GitHub, React Typescript, Next.js, Tailwind CSS, HTML, CSS, JavaScript & Framer Motion, REST