Kacper Gajdarski

Front-End Developer

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[LinkedIn](#) • [GitHub](#) • [Portfolio](#)

Creative and detail-oriented Front-End Developer, skilled in React, JavaScript, HTML, and CSS. Experienced in building responsive, user-friendly interfaces that combine functionality with engaging design. Driven to deliver seamless digital experiences and continuously improve through learning and innovation.

CAREER SUMMARY

Samsung Store – PRS   11/24 - present
Sales Expert

Key Skills & Achievements

- **Sales Performance** – Consistently exceeded sales targets, achieving 100% of revenue goals and surpassing KPIs (Care+ 45–50% vs. 35% target, VA 70%+ vs. 65%, eco-products 15–20%). Strong individual results boosted team performance and store bonus achievement.

- **Customer Experience & Honesty** – Built customer trust through transparent, needs-based recommendations, improving satisfaction, reducing turnaround times, and driving higher sales conversions.

- **Consultative Selling** – Skilled at positioning Care+ as a value-driven solution and using product knowledge to align higher-tier devices with customer needs, driving natural and customer-focused upselling.

- **Collaboration & Team Contribution** – Supported colleagues by sharing sales techniques and product knowledge, contributing to team KPIs and overall store performance.

- **Technical Development** – Undertaking Level 1 Engineer training, applying diagnostic and troubleshooting skills in-store to resolve issues efficiently, build customer trust, and free Level 2 engineers for complex cases

Virgin Media O2   05/22 – 11/24
Sales Assistant

Key Skills & Achievements

- **Consultative Sales & Customer Value** – Created tailored packages using Virgin Media's ecosystem benefits to save customers money while boosting multi-product sales.

- **Cross-Selling & Ecosystem Knowledge** – Leveraged product knowledge to recommend complementary devices, aligning with customer lifestyles to boost satisfaction and increase attachment rates.

- **System Expertise & Training** – Developed expertise in in-store systems and processes, supporting colleagues with cases, device bookings, refunds, and training to ensure smooth operations and faster onboarding.

- **Customer-Centric Approach** – Delivered customer-focused solutions balancing affordability and long-term value, building trust that drove loyalty and repeat business

EDUCATION & QUALIFICATIONS

Heriot-Watt University   09/21 – 06/25

Computer Science (Software Engineering) - Second Class Upper Division

Final-year project

Designed and developed a workout tracking tool using React Native, improving usability through user-centred design principles.

KEY SKILLS

- Front-End
- Responsive Web Design
- Cross-Browser Testing
- Attention to Detail
- English – C2
- Communication
- Teamwork

- Collaboration
- Figma
- Adaptability
- Git/GitHub
- React
- Typescript
- Next.js

- Tailwind CSS
- HTML
- CSS,
- JavaScript
- Framer Motion

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