

## PERSONAL INFORMATION

### Ionut Petre

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Sex Male | Date of birth 12/10/1994 | Nationality Romanian

## WORK EXPERIENCE

02/2019–Present

### HVAC design engineer

WSP Romania, Bucharest (Romania)

- Responsibility includes designing and AutoCAD/Revit drafting of complete HVAC works including air distribution calculation, duct sizing, duct layout, refrigerant piping, chilled water piping, diffusers / grill sizing etc. by taking care that plumbing, drainage and firefighting services does not get affected.

04/2018–09/2018

### HVAC systems engineer

A.M.E member of Hopferwieser International, Bucharest (Romania)

- To monitor the execution of HVAC (Heating Ventilation Air Conditioning) systems at “Orhideea Towers” project.
- To apply the technical expertise and knowledge that will support the designing and execution.
- Making necessary documents related to project and handing them to site managers in order to be approved and signed.
- Checking day to day activity at site and have the responsibility to make a daily site report.

06/2017–04/2018

### Sales account manager

Romstal, Bucharest (Romania)

- Developing value engineering solutions to solve the customer problems.
- Sales & marketing responsibilities such as business development, technical assistance to the client, issuing/following products prices quotations, negotiating, closing deals, tenders presentation.
- Matching the customer needs with company capabilities, services and products.
- Implementing sales strategies.
- Building relationships with a portfolio of clients.
- Commercializing new products and services for specific target markets.
- Handling selection software for HVAC equipment.

## EDUCATION AND TRAINING

2018–Present

Link Academy Group, Bucharest (Romania)

Learning web development and databases through various packages and programming languages:

- o JavaScript
- o PHP
- o SQL
- o HTML
- o CSS

Learning to work with the following integrated development environments: Atom, NetBeans, MySQL Workbench, Adobe Dreamweaver.

During the courses I've had the opportunity to assimilate programming techniques and programming languages, based on JavaScript, PHP and MySQL. I've learned to build web applications using different frameworks. I used Vue JavaScript framework to develop a Speed Typing game, Symfony framework to create a 'To Do List' PHP application and a Coffee Shop website. I also used JQuery library to create a Memory Game application.

In order to develop my designing skills further, I became familiar with web design, advanced OOP programming concepts, CRUD operations and design patterns that helped me build more complex applications such as a Customer Relationship Management site for managing company's relationships and interactions with customers and potential customers.

2013–2017 **Bachelor of Engineering**

The University of Constructions, Bucharest (Romania)

## PERSONAL SKILLS

Mother tongue(s) Romanian

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B2	B2	B2	B2	B2
German	A2	A2	A1	A1	A1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user  
Common European Framework of Reference for Languages

**Communication skills** Good ability to interact with people from different social and cultural backgrounds, acquired during the period when I worked as a sales person.

**Organisational / managerial skills** Working with other people in order to achieve common goals. Skill gained since childhood due to sports activities.

Job-related skills    Strong analytical and organisational skills  
Eye for detail and accuracy

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem-solving
Independent user	Independent user	Basic user	Basic user	Independent user

Digital skills - Self-assessment grid

Software Applications:

- *SAP*
- *Autocad , Revit*
- *Standard Office Tools*: MS Office (Word, Excel, Access, Outlook, PowerPoint)

