

PERSONAL INFORMATION Ionut Petre

 4, Aleea Terasei Street, 041773 Bucharest (Romania)  40726837797

 [ionut94petre@gmail.com](mailto:ionut94petre@gmail.com)

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 costumer 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

* PHP
* SQL
* HTML
* CSS

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

During the courses I had the opportunity to assimilate programming techniques and programming languages, based on JavaScript, PHP and MySQL. I 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](http://europass.cedefop.europa.eu/en/resources/european-language-levels-cefr)

Communication skills - Openness, flexibility, curiosity

- Serious, dynamic, responsible

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](http://europass.cedefop.europa.eu/en/resources/digital-competences)

Software Applications:

* *SAP*
* *Autocad , Revit*

# *Standard Office Tools:* MS Office (Word, Excel, Access, Outlook, PowerPoint)