Andrei Vorobev
FULL–STACK SOFTWARE ENGINEER

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SKILLS   Javascript, Python, HTML, CSS, SQL, Flask, Express, Redux, React, AWS S3, Google Maps API

PROJECTS

Scenthood   (React / Redux, JavaScript, Flask, AWS S3, SQLALchemy, HTML, CSS)   live | github
Ecommerce site that allows users to buy and sell fragrances.

- Orchestrated the deployment of **React** and **Redux** on the frontend to manage the application's state, fostering a dynamic and user-friendly interface.
- Utilized **Flask** and **SQLAlchemy** on the backend to execute server-side operations.
- Engineered a Search Bar, Pagination, and Left-Hand Filters using **React**'s useState and useEffect. This development enhances user navigation, allowing swift item discovery and improved overall usability.
- Created a Cart Modal utilizing **Local Storage** functionality, ensuring persistent storage of cart data for users, regardless of login status or database resets, enhancing the overall user experience by maintaining seamless access to cart information.
- Implemented **Google Maps Place Autocomplete** to streamline the autocompletion of geolocation, in Signup and Order forms, enhancing user experience by enabling quick and accurate data input.

SavoryScoot   (React / Redux, JavaScript, Google Maps API, Flask, AWS S3, SQLALchemy, HTML, CSS)   live | github
Food Delivery site inspired by Uber Eats.

- Designed **REST APIs** in **Flask** to facilitate consistent and efficient data exchange between the frontend and backend servers, ensuring robust and reliable communication within the application.
- Spearheaded smooth collaboration with team members, implementing a streamlined **Git** and pull request workflow to proactively prevent and efficiently resolve potential merge conflicts, ensuring a cohesive development process.
- Developed restaurant and item forms with **AWS S3** integration, to increase fetch efficiency and reducing the overall load.
- Improved restaurant details page by integrating **Google Maps API**, providing users with an interactive map for accurate location visualization.

RELEVANT EXPERIENCE

Supplier Relationship Manager, Storage & Organization

Wayfair   Dec 2021 - May 2023

- Managed a diverse portfolio of 500+ suppliers, contributing to a profit generation of over $40 million.
- Developed and implemented scorecards and roadmaps for nine key suppliers, fostering their growth and success within a challenging macroeconomic environment.
- Led negotiations with suppliers, securing competitive pricing and favorable terms, leading to cost savings exceeding 10% and a notable increase in profitability.
- Collaborated with cross-functional teams to identify upselling and cross-selling opportunities, successfully increasing participation in Wayfair programs like CastleGate and Sponsored Products.

Site Merchandiser, Camping, Gift Bar, Rifle Scopes

Sportsman's Warehouse   Feb 2021 - Dec 2021

- Exceeded the revenue plan by more than 30% through effective collaboration with Buyers, Marketing Team, Planners, and Manufacturers.
- Achieved a significant increase in the conversion rate by over 100 basis points through the development and implementation of an algorithm that ranked SKUs based on inventory status, overall sales performance, and SKU promotional status.
- Directed a successful initiative resulting in a 20% increase in sales within Camping categories by enhancing the health of SKUs through improvements in images, specifications, and product descriptions.

Category Specialist, Kids Bicycles

Walmart eCommerce   July 2019 - Jan 2021
- Increased traffic by 10% and conversion rate by 120bps after updating site navigation utilizing internal and third-party tools.
- Proactively conducted cold-calling initiatives with bicycle manufacturers, successfully onboarding seven strategic vendors to sell on Walmart. This effort resulted in the potential for sales exceeding $30 million.
- Led negotiations to consistently secure lower costs, contributing to a total sales increase exceeding 15% and enabling Walmart to maintain competitiveness in the kid's bicycles business.

EDUCATION

Web Development - *App Academy | Dec 2023*
B.A., International Business - *University of California San Diego | 2017 - 2019*