

Andrei Vorobev

FULL-STACK SOFTWARE ENGINEER

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[Portfolio](#)

[Github](#)

[LinkedIn](#)

SKILLS

LANGUAGES: Javascript, Python, HTML, CSS, SQL

FRAMEWORKS & LIBRARIES: Flask, Express, Redux, React

OTHER TOOLS & TECHNOLOGIES: 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.

- Deployed React/Redux on the front end to oversee the application's state, creating a dynamic and user-friendly interface. Meanwhile, Flask and SQLAlchemy were employed on the back end to execute server-side operations and administer the PostgreSQL database.
- Developed Search Bar, Pagination, and Left-Hand Filters utilizing react useState to allow the users to improve user experience.
- Created a Cart Modal with the help of Local Storage which allows the users to add items to cart without the need to be logged in.
- Utilized AWS S3 to store and manage project images, facilitating seamless and efficient storage as well as retrieval of images.

GREAT PROJECT (React / Redux, JavaScript, Flask, AWS S3, SQLALchemy, HTML, CSS)

[live](#) | [github](#)

Food Delivery site inspired by Uber Eats.

- Designed REST APIs and system architecture to enable the application to consistently and efficiently exchange data between the user interface React server and the Flask server, ensuring reliable communication.
- Coordinated seamlessly with team members, employing a streamlined Git and pull request workflow to mitigate potential merge conflicts and promptly resolve any conflicts that surfaced.
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EXPERIENCE

Supplier Relationship Manager, Storage & Organization

Wayfair

Dec 2021 - May 2023

- Owned a portfolio of 500+ suppliers generating over \$40mil in profit.
- Developed and implemented scorecards and roadmaps for 9 head suppliers, enabling them to achieve growth despite the challenging macroeconomic environment.
- Collaborated with cross-functional teams to identify company-wide goals and initiatives, leveraging internal tools to gain buy-in from suppliers and align their strategies with Wayfair's objectives.
- Led negotiations with suppliers to ensure competitive pricing and favorable terms, resulting in cost savings of over 10% and increased profitability.
- Collaborated with the cross-functional teams to identify upselling and cross-selling opportunities, resulting in an increase in participation in Wayfair programs, such as CastleGate and Sponsored Products.

Site Merchandiser, Camping, Gift Bar, Rifle Scopes

Sportsman's Warehouse

Feb 2021 - Dec 2021

- Surpassed the revenue plan by over 30% by collaborating with Buyers, Marketing Team, Planners, and Manufacturers.
- Increased the conversion rate by over 100bps after developing an algorithm that would rank the SKUs based on inventory status, overall sales, and sku's promotional status.
- Oversaw a 20% increase in sales across Camping categories after improving the health of SKUs by improving 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.
- Continuously cold-called bicycle manufacturers to get them to sell on Walmart and, as a result, onboarded seven strategic vendors with potential sales of over \$30mil.
- Oversaw increase in total sales exceeding 15% by continuously negotiating lower costs that allowed Walmart to stay competitive in the kid's bicycles business.

EDUCATION

Web Development - *App Academy* | Dec 2023

B.A., International Business - *University of California San Diego* | 2017 - 2019