

Valentin Nicula

Project Manager

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Self motivated individual with years of experience in sales, managing people and organizing activities resulting in smooth daily operations.

Fast learner, trilingual and computer literate, can accommodate really fast to any working environment and can over-perform under high pressure.

Skills

Interpersonal Communication	<div><div></div></div> Excellent
Computer proficiency	<div><div></div></div> Excellent
Training & Development	<div><div></div></div> Excellent
Critical thinking	<div><div></div></div> Excellent
Compassion	<div><div></div></div> Very Good
Organization and Time management	<div><div></div></div> Excellent
Planning and Coordination	<div><div></div></div> Very Good
Fleet Management	<div><div></div></div> Excellent

Work History

2019-01 - Current

Fleet & Traffic Manager

Simply Shuttles, Marbella, Malaga

- Balanced workloads and assigned specific tasks to team members in order to accomplish objectives.
- Managed scheduling and task delegation for 25 employees, training, safety and client service protocol.
- Supervised maintenance of fleet and effectively delegated assignments to keep it up to date.
- Handled day-to-day transfers overseeing more than 150 services each day.
- Positively interacted with drivers and management, which helped improve overall relationships in the company.

- Proactively identified and solved scheduling problems that impacted day to day activity.
- Trained drivers to manage time effectively, improving overall mileage performance.
- Inspected vehicles and requested maintenance tasks be completed within specific timeframes.
- Introduced incentivization programs to increase employee performances.
- Delivered substantial cost savings by securing discounts from third-party services providers.

2016-04 - 2018-12

Tour Guide

Karpaten Turism, Benalmadena, Málaga

- Answered questions, pointed out important features, and offered further details about special activities to educate visitors.
- Entertained tour guests with various props and signs for maximum engagement, fun, and lasting memories.
- Developed tour programming to enhance guest experiences.
- Researched information on every destination to provide accurate, detailed tours.
- Guided groups of up to 60 people on tours of all UNESCO sites in South of Spain or in Morocco.
- Collected and deposited payments from guests.
- Provided information through narratives on various sites throughout, Andalusia relaying little-known stories to provide interest.
- Built personal relationships with guests to promote positive experiences.
- Offered friendly and efficient service to customers, handled challenging situations with ease.

2014-01 - 2015-11

Sales Representative

Marin's Balkans , Bucharest, Bucharest

- Developed and delivered engaging sales presentations to convey product benefits.
- Met with existing customers and prospects to discuss business needs and recommend optimal solutions.
- Achieved monthly sales goals by promoting product benefits and enrolling new clients.
- Cold-called leads and closed large number of new sales over several months.

2010-01 - 2013-12

Account Manager

Inkorporate Print , Bucharest, Bucharest

- Delivered engaging presentations to highlight products
- Secured high-value accounts through consultative selling, effective customer solutions and promoting compelling business opportunities.
- Expanded sales by 25% by facilitating client satisfaction and renewing customer relations.
- Identified key entry points to enhance market penetration and effectively analyzed data increase profitability.
- Oversaw new business development and customer servicing.

2007-10 - 2010-01

Sales Manager

Dual Promo, Bucharest, Bucharest

Started off at sales agent then after a merge between two companies I secured the Sales Manager position

- Coached employees in successful selling methods and encouraged cross-selling to drive revenue.

- Identified opportunities for growth within certain territories and collaborated with sales teams to reach sales goal.
- Developed strategic relationships with key suppliers and clients to foster profitable business initiatives.
- Maintained relationships with customers and found new ones by identifying needs and offering appropriate services.
- Identified, hired and trained highly-qualified staff by teaching best practices, procedures and sales strategies

Education

2004-10 - 2008-07	Bachelor of Administrative Studies: European Administration <i>National School of Public Politics And Administrat - Bucharest</i> <ul style="list-style-type: none"> • Admitted with a full scholarship • Completed professional development in European Administration.
2000-09 - 2004-06	High School Diploma <i>Grigore Tocilescu Highschool - Mizil</i>

Software

HTML	<div> <div></div> <div></div> </div> <div>Very Good</div>
CSS	<div> <div></div> <div></div> </div> <div>Good</div>
Javascript	<div> <div></div> <div></div> </div> <div>Average</div>
SAP	<div> <div></div> <div></div> </div> <div>Average</div>

Languages

English	<div> <div></div> <div></div> </div> <div>Excellent</div>
Spanish	<div> <div></div> <div></div> </div> <div>Very Good</div>
Romanian	<div> <div></div> <div></div> </div> <div>Excellent</div>

Certifications

2021-11	Agile Scrum Training
2017-07	Cambridge English Level C1 , University of Cambridge
2021-05	Modern HTML, CSS, SASS, Flexbox, Bootstrap
2021-06	Undergoing Full Stack Web Developer Course