

VASILE TANASA

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SUMMARY

Highly experienced and motivated professional with a background in technical engineering, project management, and sales. Demonstrated success in building and expanding businesses, providing technical expertise, and driving sales growth. Proficient in Python, JavaScript, Django, and SQL with a passion for problem-solving and data analysis.

WORK EXPERIENCE

Administrator

July 2013 – Present

Warp Inter SRL

Piatra Neamt, Romania

- Founded and managed a successful business offering technical consultation, construction solutions, and equipment sales
- Established strong relationships with suppliers and customers, optimizing deliveries and ensuring customer satisfaction
- Effectively handled accountancy, advertising strategy, and public relations

Area Manager

November 2008 – July 2013

Förch Romania

Moldova area, Romania

- Spearheaded the expansion of the firm's presence in the Moldova area, acquiring new clients and driving sales growth
- Supervised a team of four across five counties, providing guidance and support in consultation services and sales

Sales Representative

January 2000 – November 2008

Würth Romania

Piatra Neamt, Romania

- Delivered high-level consultation services and attracted new clients, consistently meeting and exceeding sales targets
- Promoted and sold the company's products to local businesses in the area
- Recognized as a top 10 sales performer nationwide for four consecutive years (2001-2004)

Designer

December 1998 – December 1999

Ambia Prod

Piatra Neamt, Romania

- Utilized CAD to design innovative furniture and hardware solutions, ensuring efficient production and materials acquisition

Technical Engineer

December 1996 – December 1998

Dacia Cars Piatra Neamt

Piatra Neamt, Romania

- Led a team of 15 mechanics and electricians in diagnosing and repairing faulty vehicles, collaborating with the Dacia factory to improve assembly line quality

Technical Engineer

May 1996 – December 1996

Moldocim Bicaz

Bicaz, Romania

- Diagnosed and repaired faulty vehicles and equipment at a cement factory, overseeing successful repairs and maintenance

EDUCATION

Master of Science | *Technical diagnostics and expertise*

October 1995 – June 1996

"Gheorghe Asachi" Technical University

Iasi, Romania

BEng Mechanical Engineering | *Internal Combustion Engines*

October 1990 – June 1995

"Gheorghe Asachi" Technical University

Iasi, Romania

High School | **Baccalaureate Diploma**

September 1994 – June 1998

"George Bacovia" National College

Bacau, Romania

SKILLS

Technical expertise

Extensive experience in assembling and fastening products, hand tools, electric and pneumatic tools, automotive parts, chemical and construction products.

Offered specialized consultancy for construction projects, material selection, and cost optimization.

Computer skills and programming

Proficient in Python, JavaScript, Django, SQL, and C++ (intermediate level).

Applied programming skills to solve over 2000 algorithmic problems on platforms like HackerRank and CodeWars.

Managerial experience

Successfully coordinated sales and promotion strategies, leading to revenue growth at Förch.

Conducted training seminars and held monthly meetings with subordinates.

Languages

English: B2 (reading, writing, listening), B1 (speaking).

HOBBIES AND COMMUNITY INVOLVEMENT

Avid cyclist and trail runner, completed a dozen mountain marathons and three 100km ultra-marathons in the past two years.

Volunteer Mathematics teacher for abandoned children from a local orphanage.

Organized local forestation campaigns and conservation activities.