

VASILE TANASA

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SUMMARY

Proficient in Python, JavaScript, Django, HTML, CSS, and SQL, I specialize in writing efficient and scalable code to streamline processes and enhance productivity. With a background in technical engineering, project management, and sales, I bring a unique perspective to problem-solving and optimization. Proven track record in driving sales growth and business expansion.

WORK EXPERIENCE

Software Engineer

December 2021 – Present

Warp Inter SRL

Piatra Neamt, Romania

- Collaboration with Foca Management Partners SRL
Project: Strengthening the Administrative Capacity of the National Regulatory Authority for Community Utilities Services
 - * Leveraged expertise in Python to develop a custom module for automated retrieval of the Consumer Price Index (CPI) from the National Institute of Statistics (INS) website. This Python module was seamlessly integrated into the financial system of the project, enabling real-time data updates and significantly enhancing the accuracy of financial reporting.
 - * Demonstrated proficiency in Django by implementing tailored solutions to automate internal workflow processes. These Django-based solutions optimized operational efficiency, thereby contributing to the project's overarching goal of fortifying the administrative capacity of the regulatory authority.

Sales Manager

July 2013 – December 2021

Warp Inter SRL

Piatra Neamt, Romania

- Directed thriving business providing technical consultation and equipment sales, fostering robust supplier and customer relationships, optimizing deliveries for customer satisfaction, and managing advertising strategy.

Area Manager

November 2008 – July 2013

Förch Romania

Moldova area, Romania

- Led firm's expansion in Moldova area, acquiring clients and driving sales growth, overseeing a four-person team across five counties.

Sales Representative

January 2000 – November 2008

Würth Romania

Piatra Neamt, Romania

- Provided high-level consultation services, attracted new clients, and consistently exceeded sales targets. Promoted and sold company products to local businesses, earning recognition 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 <i>Technical diagnostics and expertise</i> "Gheorghe Asachi" Technical University	October 1995 – June 1996 Iasi, Romania
BEng Mechanical Engineering <i>Internal Combustion Engines</i> "Gheorghe Asachi" Technical University	October 1990 – June 1995 Iasi, Romania
High School Baccalaureate Diploma "George Bacovia" National College	September 1994 – June 1998 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, HTML, CSS, SQL, and C++ (intermediate level).

Applied programming skills to solve over 2500 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 with a fervent dedication to endurance sports. Having completed a dozen mountain marathons and three 100km ultra-marathons over the past two years, including a notable sub 3-hour marathon achievement in 2023. Presently immersed in rigorous training sessions for the Ultra-Trail du Mont-Blanc (UTMB), renowned as one of the world's toughest ultra-trail races.

Fundraiser for Hospice „Casa Speranței”, running marathons to support providing services to terminally ill children, adults, and their families.

Organized local forestation campaigns and conservation activities.