Miroslav Adamaic

Keen Learner Transitioning into Data Science and IT

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PERSONAL DETAILS

Date of birth
1987-10-14

DRIVING LICENSE

Driving license category
B

TECHNICAL SKILLS

- **Programming:** Python, SQL, HTML
- **Tools:** PyCharm, GitHub
- **Data Analysis:** Pandas, Machine Learning, Deep Learning, Matplolib
- **Web Scraping and Data Management:** Flask, Data Scraping, Django
- **Others:** MS Office, HubSpot CRM

SOFT SKILLS

- Critical Thinking,
- Problem-Solving,
- Communication,
- Team Collaboration
- Conflict resolution

HOBBIES

- **Technology and green energy:** Staying updated with the latest trends
- **Active leisure:** Maintaining a balanced lifestyle
- **Artificial Intelligence:** Continuous learning in advanced technologies
- **Self-learning:** Commitment to personal and professional growth

ABOUT ME

I have been actively working since the age of 17, which has instilled in me a strong sense of responsibility, duty, and diligence. I take all work and assignments seriously, and I pride myself on being a quick learner who adapts rapidly to new systems and environments. I am not afraid of challenges, and I consistently demonstrate punctuality and reliability. My ability to connect with a variety of personalities has been a significant asset in my professional journey.

Recently, I have developed a keen interest in the IT field, driven by my completion of a comprehensive Data Science course at Vilnius Coding School. This course has equipped me with essential skills in Python programming, data manipulation, SQL, machine learning, and more. I am enthusiastic about leveraging these skills to further my career and contribute effectively to data analysis and IT projects.

WORK EXPERIENCE

Head of Lithuania
Zevoy Aktiebolag / Vilnius - remote/Dec 2022 – Present

- Led B2B sales in the FinTech industry, facilitating market entry in Lithuania with a new product.
- Ensured customer success tracking for existing clients, handled administrative tasks, and led partnerships.

Business development manager
Sport benefit, UAB / Vilnius/Apr 2022 – Present, part time from Jan 2023

- Assisted the business in breaking into new markets.
- Conducted partner searches, negotiations, and agreement conclusions.
- Managed administrative duties, B2B sales, and customer support.

Founder
DADMADE / Vilnius/Oct 2019 - Present

- Founded a family business manufacturing children's wooden furniture.
- Managed the entire work process, from material procurement to sales and marketing.
- Developed marketing channels and handled accounting management.

Expedition manager / From May 2018 Expedition Group Leader
Sytan, UAB / Vilnius/July 2016 - Apr 2022

- Organized and monitored the transportation of goods.
- Searched for new carriers, signed contracts, and managed freight documentation.
- Provided training for new team members and reported to higher management.

Expedition manager
D-Trans EU, UAB / Vilnius/Jan 2013 - July 2016

- Supervised cargo transportation and managed documentation.
- Resolved on-spot issues and worked with customs brokers.

Customer service
Transimeksa, UAB / Vilnius/Mar 2011 - Jan 2013

- Organized the transportation process for valuable clients.

- Handled documentation and coordinated with various departments.

Real-estate broker
Investiciniai verslo sprendimai, UAB / Vilnius/Nov 2009 - Mar 2011

- Consulted clients on real estate matters, searched for new clients, and mediated sales and rentals.

EDUCATION

492 hour course
Vilnius Coding School / Vilnius, 2024

Data Science: From Python Programming Basics to Data Analytics Practice

Topics covered: Python programming basics, data manipulation with Pandas, SQL, machine learning principles, NLP, web scraping, testing methodology, deep data analysis, and algorithms.

Bachelor
Vilniaus Gedimino Technikos Universitetas / Vilnius / 2010

Real Estate Administration and Assessment

Topics covered: Real Estate Administration and Assessment, Economics, Building materials, Construction, Mathematics, Physics, Marketing.

GED
Vilniaus Jono Pauliaus II-ojo high school / Vilnius / 2006