Adrian
NICHIFOR

Junior Web developer

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Education

- **Technical University of Cluj Napoca**
  Master Applied Informatics and Programming
  2022 - 2024

- **University of Bucharest**
  Master Geography
  2011 - 2013

Projects

- https://julie-dance.netlify.app/

- https://cammi.netlify.app/

Self Learning Courses

Udemy:

- 100 Days Of Code - Web Development Bootcamp - Academind
- The Web Developer Bootcamp - Colt Steele

Scrimba - The Frontend Developer Career Path

Teachbit.ro - Web development

About Me

I am a passionate and dedicated junior web developer. Proficient in HTML and CSS, with a focus on JavaScript, I thrive on turning ideas into polished, responsive web applications.

I'm an open-minded, curious, and motivated person, always eager to learn and bring my positive energy to any task. I am confident that I can bring a proactive attitude and a desire to work on any project I am involved in.

As a Web Developer, I am highly focused on delivering high-quality, user-friendly web applications that meet the needs of clients and end users.

With my lifelong passion for technology, I`m looking forward to this new journey in web development.

Work Experience

Freelance   2024 - present
Junior Web Developer

- The current project I am working on is https://julie-dance.netlify.app/ a landing page for a choreographer.
- The master final project https://cammi.netlify.app/ was an application made with HTML, CSS, Bootstrap, JavaScript, and Google Firebase. This app is designed to be similar to a blog where the lawyer can upload different articles.

Career Break   2022 - 2024
For Study and Key Account Manager

- I've always been passionate about how technology can improve our lives. With 10 years of experience in the e-commerce field, in early 2022 I decided to follow my passion for development and dedicated myself to intensive study, while simultaneously embracing the joys of parenthood during my parental leave.
- Driven by a passion for continuous growth and learning, I took a significant step forward by enrolling in a Master's program, where I enriched my knowledge and sharpened my skills in software development
- At the same time, I was a key account manager for a 2-year-old client who expected 24-hour support 😊 Worked well under pressure. Creativity and patience were essential. I managed to overcome all obstacles and gain the client's trust.

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Technologies

- HTML
- CSS
- Bootstrap
- JavaScript
- React.js

Skills

- Communication
- Attention to details
- Problem-solving
- Collaborated in efficiency projects
- Adaptability

Hobbies

- Technology
- Electronics
- DIY projects
- Biking
- Gardening
- Cooking

Languages

English   ● ● ● ● ●

Mediapost Hit Mail   2018 - 2022
Ecommerce specialist for iqos.ro & www.iqos-on.ro

Main client Philip Morris - e-commerce and aftersales projects www.iqos.ro and www.iqos-on.ro

- Managed all aspects of reporting requirements to support both tactical and strategic decisions for the client
- Prepared client's daily and monthly reports including inventory, procurement, and sales performance metrics using our internal reporting tools
- Conducted post-promotion analysis, measuring the success of promotions and making recommendations as needed
- Oversaw the availability of stock for products on the iqos websites (iqos.ro and iqos-on.ro) and inventory control
- Placed orders for stock and non-stock items and resolved invoicing issues
- Analyzed stock for the replacement points (Iqos Stores) and placed orders for optimal stock levels
- Worked closely with the project manager on the invoicing process for the client
- Established and maintained effective relationships with suppliers

eMAG   2015 - 2018
Junior Purchasing Manager - Mobile division

- Managed the entire ordering process for prominent internal and external suppliers including Apple, Samsung, and Huawei.
- Coordinated the delivery process and effectively resolved any issues about orders and deliveries, ensuring seamless transactions.
- Conducted in-depth analysis of stocks and formulated market strategies based on product range, contributing to enhanced profitability.
- Collaborated closely with the finance team to promptly address day-to-day order management and invoicing issues, optimizing time-to-market and resource allocation.
- Monitored the performance of managed products by analyzing key indicators such as volume, profitability, and availability, enabling data-driven decision-making and strategic adjustments.

Commercial Assistant - IT&C division

- Timely uploaded and checked of source data into the internal system
- Prepared and maintained accurate supplier and item data
- Liaised with commercial teams across the business to check data and follow up to ensure accurate information is on the system

Content Specialist - Notebooks division

- Managed the entire eMAG product documentation process (notebooks)
- Updated and edited technical documentation such as user guides/manuals, technical publications, and product and operational specifications
- Content writing: translation, photo editing, updated and/or developed content to be added to eMAG.ro

rtc: o zi bună la birou!   2012 - 2015
Sales Assistant

- Actively and proactively identified and understood customer needs
- Received and processed orders from customers using the internal system
- Recommended and identified suitable products to meet customer needs

Telesales Agent

- Contacted existing or potential customers (B2B and resellers) to inform them about RTC products
- Assisted customers by providing personalized advice based on individual needs and expectations, and by offering suitable products
- Handled and processed orders accurately