Adrian Urdar

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Experience

Project Manager for FutureMindsFund, Apply Me, Inc., Remote   2020 - present

- Managed a 4-member technical team to support a marketing project resulting in 10,000+ scholarship applications submitted, $35,000 donations received in 4 months, and 58,000 monthly users

Product Manager for ScholarshipApp, Apply Me, Inc., Remote   2019 - present

- Led a 4-member Agile product team to develop and implement a SaaS service resulting in 171 scholarships ($271,024) offered and 172 clients onboarded (with no ad budget) in the first 12 months

IT Consultant, Adrian Urdar PFA, Brasov, Romania   2019 - present

- Reduced costs for 10 small and medium business clients by 10% over the year by automating their workflow with chatbots

- Grew revenue for 3 SMBs (a development start-up and 2 brick and mortar shops) by creating 100% of their Standard Operating Procedures

- Helped a small company in the education industry reach 10,000+ potential clients by setting up its email autoresponder

Customer Success Manager for ScholarshipOwl, Apply Me, Inc., Remote   2017 - 2020

- Leading the support team for servicing over 5.3 million users by creating and automating procedures for the workflow

- Improved customer satisfaction level to 92%+ (previously 80%) by implementing a help-desk system

Sales Manager, Marketing Research Solutions, Bucharest, Romania   2014 - 2017

- Contributed to a 21% increase in productivity of the sales team by achieving 166% of the target number of contacts (250 contacts per day)

Sales Representative, Marketing Research Solutions, Bucharest, Romania   2011 - 2014

Education

Become a Project Manager, LinkedIn Learning, 2020

Introduction to Flutter Development Using Dart, The App Brewery, 2020

CS50X, CS50B and CS50W, HarvardX, 2019 - 2020

Project Management Professional, Romanian Ministry of Labor and Social Justice, 2019

Corporate Trainer, Romanian Ministry of Labor and Social Justice, 2019

Responsive Web Design, Javascript Algorithms and Data Structures, Front-End Libraries, freeCodeCamp, 2019 - 2020

B.B.A. Courses in Economy, Tourism, Trade, and Services, Faculty of Economic Science, Transylvania University, Brasov, Romania, 2008 - 2011

Licensed in Computer Science Programming and Computer Driving License, National College of Computer Science, Brasov, Romania, 2004 - 2008