

Adrian Urdar

[linkedin.com/in/adrianurdar](https://www.linkedin.com/in/adrianurdar)

github.com/adrianurdar

adiurdar.com

Work Experience

Product Manager ScholarshipApp team	ScholarshipOwl Remote	Jan 2019–Present
<ul style="list-style-type: none">Leading 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.Written and prioritized over 1,000 User Stories with the technical team aligning with business goals.		
Product Owner Future Minds Fund team	ScholarshipOwl Remote	Apr 2020–Jan 2021
<ul style="list-style-type: none">Managing 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.Successfully launched a 501(c)(3) project tied to the EdTech industry on the US market.		
Customer Success Manager	ScholarshipOwl Remote	Sep 2017–Apr 2020
<ul style="list-style-type: none">Led 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.		
IT Consultant	Self-Employed Remote	Mar 2019–Present
<ul style="list-style-type: none">Reduced costs for 10 small, and medium business clients by 10% over the year by automating their workflow with chatbots.Created and implemented 3 company websites.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.		
Business Development Manager	Marketing Research Solutions Belgrade, Serbia	Aug 2014–Aug 2017
<ul style="list-style-type: none">Trained over 31 business development representatives.Contributed to a 21% increase in productivity of the sales team by achieving 166% of the target number of contacts (250 contacts per day).		
Business Development Rep.	Marketing Research Solutions Bucharest, Romania	Sep 2011–Aug 2014

Education

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| • B.B.A Economics , “Transylvania” University, Brasov, Romania. | 2008–2011 |
| • Computer Science , National Computer Science College, Brasov, Romania. | 2004–2008 |

Portfolio

- **100DaysOfCode Bootcamp**, <https://github.com/adrianurdar/100DaysOfCode-Bootcamp>
- **Automate The Boring Stuff Projects**, <https://github.com/adrianurdar/Automate-The-Boring-Stuff>
- **WhatsApp ChatBots**, <https://github.com/adrianurdar/WhatsApp-ChatBots>
- **CS50W**, <https://github.com/adrianurdar/CS50W>
- **CS50X**, <https://github.com/adrianurdar/CS50>
- **FreeCodeCamp**, <https://github.com/adrianurdar/FreeCodeCamp>

Technologies and Languages

- Languages: Python, JavaScript
- Technologies: MySQL, Postgres, Git
- Methodologies: Agile, Scrum, Kanban