ALEX GRIGORE

FRONTEND WEB DEVELOPER

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SUMMARY

I'm a professional looking to start my career in Web Development, currently engaged in finishing my studies with edX, Meta and The Odin Project. My goal is to seamlessly merge my sales acumen with cutting-edge web development skills to craft visually stunning and responsive websites for clients. With over 10 years of cumulative experience across various industries in the UK, I have cultivated a unique blend of technical sales expertise and a burgeoning passion for web development.

EDUCATION

edX
Frontend Web Development Certificate
Sep 2023 - Feb 2024

Meta
Front-End Development Professional Certificate
Dec 2023 - Apr 2024

CERTIFICATION

Meta
Introduction to Front-End Development
Issued 2023

Programming with JavaScript
Issued 2024

Version Control
Issued 2024

HTML and CSS in depth
Issued 2024

React Basics
Issued 2024

freeCodeCamp
Responsive Web Design
Issued 2023

SKILLS

Web Development

Programming (JavaScript, React)

HTML and CSS

Test Driven Development (JEST)

Accessibility Guidelines

Version Control (Git)

Continuous Integration

Continuous Delivery

Code Revisions

Browser Compatibility

User Interface Design

Responsive Web Design

COURSE

The Odin Project
Full Stack Development
2023 - June 2024

RECENT WORK EXPERIENCE

Business Development Manager
VDC Trading / 2022 – Present

Specialized in creating immersive and user-friendly interfaces for analog and digital audio, video, power, fiber, multicore, and hybrid cables.

- Successfully acquired new business accounts through various channels, including in-person and virtual meetings, LinkedIn, and market research.
- Translated technical specifications into compelling user interfaces for diverse use cases.
- Proficient in managing data through Excel spreadsheets, tracking customer spending data, and forecasting customer behavior.
- Collaborated with cross-functional teams to ensure optimal customer service.
- Proficient in technical aspects such as quoting, order conversion, back orders, and repairs using Sage CRM.

Key Achievements:

- Year-on-Year Revenue Growth:
  - 2022: Commenced with a solid foundation, by generating £401K in the first year.
  - 2023: Achieved a remarkable revenue of £851.8K.
  - 2024: Demonstrated exceptional performance by generating £75K in the first month alone, marking a 6% increase compared to January 2023.

- Account Management:
  - Initiated with 75 national accounts in 2022.
  - Successfully expanded the portfolio to encompass 180 national accounts within a span of two years, reflecting a remarkable growth of approximately 60%.

PROJECTS

Travel Fanatix
Associated with edX
Link to Deployed App

Link to Code Repository

Signup with Validation
Associated with The Odin Project
Link to Deployed App

Link to Code Repository

Quiz Web App
Associated with edX
Link to Deployed App

Link to Code Repository