

COSMIN ALEXANDRU RUSU

FRONT END DEVELOPER • BUCHAREST, 022771, ROMANIA ☎ +40722779937

◦ DETAILS ◦

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Romania
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Date / Place of birth
06/12/1987
Bucharest

Nationality
Romanian

Driving license
B

◦ LINKS ◦

[Final course project at Atelierele Ilbah \(HTML, SASS, JS, Bootstrap, jQuery, JSON localStorage\)](#)

[A small React project](#)

[LinkedIn profile](#)

◦ SKILLS ◦

HTML/CSS/JavaScript

SASS

Bootstrap

React

jQuery

Git

Adaptability

Ability to Learn Quickly

Detail Oriented

Highly Organized

High Attention to Detail

◦ LANGUAGES ◦

English

German

Turkish

◦ HOBBIES ◦

👤 PROFILE

Experienced and self-motivated Sales Manager with five years of medical industry experience overseeing sales figures and new account developments.

Able to effectively self-manage during independent projects, as well as collaborate in a team setting.

Organized and skilled in written and verbal communication. Bringing forth a proven track record of working collaboratively with my colleagues to achieve goals, increase revenue gains, and advance the sales cycle of the company.

📁 EMPLOYMENT HISTORY

Sales manager at S.C. E-SYMBION S.R.L., Bucharest

April 2016 — June 2021

- Participated in medical meetings, presenting company's new products to different potential customers.
- Directly reported to the CEO, made sure goals and objectives were properly set.
- In direct contact with different customers in the city and across the country, analyzed their needs and improved relationships.
- Ensured customer satisfaction by confirming that the orders are being delivered in a timely manner.
- Participated in auctions, prepared the necessary documents and uploaded them.
- Good understanding and knowing clinical environment and competitor products.
- Drew up monthly and annually sales reports and discussed them.
- Kept detailed information about the payment schedule of the company's external suppliers and made those payments in a timely manner to maintain good relationship.
- Primary accounting, drew up monthly financial statements.
- Worked well independently and on a team to solve problems.
- Organized and prioritized work to complete assignments in a timely, efficient manner.
- Established sales goals by forecasting annual sales quotas and projecting expected sales volume for existing and new products.

Manager at S.C. NYPEX COM S.R.L., Bucharest

February 2010 — January 2016

- Administrated the overall structure of the firm.
- Administrated the overall stock of products.
- Listened and understood clients needs.
- Drew up monthly sales reports.
- Primary accounting, drew up monthly financial statements.
- Resupplied the store with necessary products.
- Led recruitment efforts and training of new employees.
- Brought forth in-depth industry knowledge and experience.
- Maintained meticulous logs and records of activities.

🎓 EDUCATION

Bachelor's Degree, Bucharest Academy of Economic Studies, Bucharest

October 2006 — June 2010

Economic Management, Bucharest Academy of Economic Studies, Romania

Hiking, swimming, travelling,
snowboarding,



Highschool Degree, "Virgil Madgearu" Economic College, Bucharest
September 2001 — June 2006



COURSES



Junior Front-end developer, Atelierele Ilbah
February 2022 — May 2022