Alexandru Daniel Ciobanu

CONTACT INFORMATION

Bucharest, Romania

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[LinkedIn](#) [GitHub](#)

SKILLS

Python (Numpy, Pandas, Matplotlib, Scikit-learn, PyTorch, TensorFlow)

SQL, Power BI

Jira, Confluence

Team Management

Process Improvement

LANGUAGES

English

Romanian

COURSEWORK

Machine Learning
DeepLearning.AI

Credential of Readiness
Harvard Business School

Data Structures & Algorithms
Pierian Training

EXTRA-CURRICULAR

Toastmasters International

Student Exchange Program
Budapest University

EMPLOYMENT HISTORY

Operations Program Manager – US Software Solutions, US Remote
May 2024 – Present

- Manage a $10M+ portfolio, overseeing execution across multiple US telecom providers.
- Lead process standardization ensuring compliance with client standards and subcontractors.
- Collaborate with C-level executives to refine operational roadmaps for division expansion.
- Developed a project management system, improving data accuracy and reducing project delays by 30%**.**
- Automated financial tracking and approval workflows, improving processing time and transparency.
- Built a geographic tracker for live site locations and optimized travel routes by 25% with Google Maps API.
- Increased project profitability by 15% through pricing strategies and cost analysis.

Manager Operations – Amazon UK Services, London/Swansea
February 2022 – March 2024

- Managed 100-member teams across two fulfillment centers, including Amazon's flagship robotic site LCY3, gaining experience in diverse operational environments.
- Partnered with software engineering team to implement AI automation in pack lines to boost quality and productivity.
- Optimized SLA performance and workflow by 60% through process path improvements.
- Developed a proficiency tracker, saving $150K+ annually by cutting retraining costs.
- Reduced operations incidents by 70% through a safety initiative, improving team morale and ranking in the top 25% of managers for leadership and safety.
- Led sustainability and cost saving projects, eliminating defective equipment and contributing to workplace safety.

System Engineer – Ericsson Romania, Bucharest
January 2021– December 2021

Application Engineer Internship – Avitech Romania, Bucharest
June 2020 – October 2020

Business Analyst Internship – APEX TEAM International, Bucharest
June 2019 – September 2019

Work and Travel Program USA
June 2018 – October 2018

EDUCATION

Master of Science – Artificial Intelligence, National University of Science and Technology Politehnica Bucharest
September 2024 – Present

Bachelor of Engineering – Electronics, Telecommunications and Information Technology National University of Science and Technology Politehnica Bucharest
September 2017 – July 2021
Designed and implemented a C++ road traffic management system using a suite of sensors to detect and prevent potential issues given the traffic conditions.