

# ALJAŽ KOSIRNIK



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## SUMMARY

Highly ambitious Front-end Web Developer with background in sales & team management. I am constantly working on progressing my knowledge of programming and getting to know more programming languages.

## SKILLS

- JavaScript
- HTML5
- CSS3
- Python
- WordPress
- Bootstrap
- Git & Git flow
- SQL
- Sass
- jQuery
- E-commerce
- iOS Development
- Swift
- Management
- People Management
- Leadership
- Team Leadership
- Customer Service
- Teamwork
- Call Center Administration

## WORK HISTORY

### Telemach - Agent In A Call Center

*Ljubljana • 03/2018 - 02/2019*

- Solved users needs,
- Helped our users,
- Tech support for mobile, video and internet services,
- Phone sales of services to existing and new users,
- Helped users with technical difficulties,
- Achieved stellar statistics & was top 5 agent in whole call center every month statistics wise,
- Maintained a high level of knowledge about company solutions and products.

### Ikona Ljubljana - Developer Of ECommerce Website

*Ljubljana • 11/2015 - 12/2017*

- Built an online store,
- Input product data,
- Developed the main page and subpages, page design,
- Developed a web catalog,
- Wrote the daily updating program of online stock, with which I automated the work and reduced the cost of regular work (the refresh was done manually),
- Worked with a designer to create product pages,
- Advertising through Facebook, Instagram and Google products (AdWords, GSP).

## EDUCATION

**ERUDIO Izobraževalni Center**  
**Ljubljana**

### **Economic Technician**

General and professional subjects such as economics, marketing, modern economics, accounting, business mathematics, computing, project work.

English - Level C1 (I passed a written and oral examination (matura) with a 100% grade)

### **Ikona Ljubljana - Head Of Staff And Sales**

*Ljubljana • 12/2015 - 12/2017*

- Achieved sales targets,
- Acquired new customers and communicated, with Slovenian and foreign business partners via email, phone or in person,
- Analyzed sales and the market, with which we could achieve and increase our sales targets,
- Employed and trained new employees,
- Motivated and educated employees,
- Composed and regulated of the work schedule, which involved 12 employees,
- Led stock takeover and inventory of new sales items,
- Issued accounting documents.
- Implemented working hours management program that removed the need to input the time by hand.