



Bogdan Vlad



Summary

A determined and enthusiastic professional, graduated in Marketing Specialist, with +2 years experience in Management and a current student at Code Institute. Skilled on Front-End and Back-End development, currently working on a project with HTML, CSS, Bootstrap, jQuery, Python. Looking to secure a role in Front-End or Back-End to develop my personal skills within coding industry.



Experience

2018-07 -
2018-10

Invade International

Junior Web Developer

- working closely with the senior developer to gain new development insights
- developing using JavaScript and C# in WebStorm and Visual Studio tasks given by the senior developer
- designing the Front-End of the application that is used by call-centers all around the world using HTML, CSS, TypeScript and Node.JS
- getting trained and working with CentOS 7
- understanding and learning about Asterisk, CATI servers and Voip technologies
- keeping the senior developer updated with my progress

2017-09 -
2018-10

Code Institute - The Learning People

Junior Web Developer

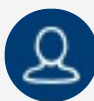
- Front End Development
 - HTML, CSS, GitHub, UX Design, JavaScript, jQuery, Angular JS, Balsamiq, Bootstrap
- Back End Development
 - Python, MySQL, API's, Mango DB, Flask, Data Visualisation, Heroku, Database Fundamentals
- Full Stack Development
 - Django, Stripe payments, Paypal payments, GitHub Apps, Forums, Django's testing framework, Django's REST framework

2016-03 -
2018-07

London Camera Exchange

Senior Sales Assistant

- Sony products' sale growth by 60% which led to being sent for a professional training by Sony Company in November 2016
- being Top Salesman by meeting personal targets of £20k which resulted in growth of conversion by 50%
- demonstrating desired behaviours for staff including driving sales, which lead to growth of sales by 30% within the company
- being responsible for studio photography, photography lessons, marketing via social media
- answering queries from customers, being responsible for processing cash and card payments, dealing with customers refunds/complains



Personal Info

Phone

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E-mail

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Languages

English



Full professional proficiency

French



Basic working proficiency

Romanian



Native



Skills

Time Management



Customer service



Problem Solving Abilities



Creativity



HTML/CSS



TypeScript, NodeJS



jQuery



JavaScript/Libraries



Bootstrap



GitHub



Adobe Photoshop



2016-01 -
2016-03

JD Sports Bristol Airport

Assistant Store Manager

- developing personal skills via Manager Assessment Program
- receiving an award for the Best Retailer Store in 2016 at Bristol Airport
- accomplishing Tax Free policy by the airport which leads to growth of sales by 50%
- demonstrating desired behaviours for staff including driving sales, which lead to growth of sales of Top 25 line products by 30% in area
- managing deliveries with 97% accuracy which resulted in 3% losses due to the manufacturer oddments within last 8 months
- drawing weekly figure reports of 3 best performing stores to the Area Manager
- helping Area Manager in identifying training needs and providing ongoing training opportunities to the team as needed

2015-06 -
2016-01

JD Sports Bristol Airport

Store Supervisor

- ensuring company standards are being met for the store and associate appearance at all times, which resulted in being marked for 90% out of 100% in a report by Mystery Shopper for Customer Service
- setting individual staff targets, monitoring and providing feedback which resulted in growth of area top 25 lines by 20% in comparison to last year branch trade review
- managing paperwork on daily basis, cash floats and keeping the variation under the allowance, resulted in being marked for 95% in a Loss Control report
- improving store conversion by acknowledging area of decline, which leads to improvement of footfall of textiles department by 15% due to weekly wall sales comparison and changes of layout
- keeping up to date training opportunities regarding company policy via Intranet platform which are essential for store overall results in a Loss Control report

2014-11 -
2015-06

JD Sports, Bristol

Sales Assistant

- assisting shoppers to find the goods and products they are looking for, giving guidance on product selection to customers
- responsible dealing with customer complaints and reporting discrepancies to the supervisor
- working within established guidelines, particularly with brands
- being responsible for security within the store and being on the look out for the shoplifters and fraudulent credit cards
- keeping up to date with special promotions and putting out displays

2011-09 -
2014-11

F64 Studio, Bucharest

Senior Sales Advisor

- achieving targets and deadlines which lead to growth of sales of 10% reported by Store Manager
- selling photo/video equipment and accessories, mobile phones and tablets
- testing new and unfamiliar products to deliver a complete picture to the customers demand
- keeping up to date with all of the products, services and promotions at all times

- being aware of competitive intelligence and marketing intelligence
- engaging customers in genuine and enjoyable conversations to understand their needs



Education

- 2011-10 - 2014-07
- Nicolae Titulescu University, Bucharest

BA Marketing Specialist
- 2017-09 - present
- Edinburgh Napier University

Full Stack Web Developer
- 2008-09 - 2010-06
- Cefora Business School, Bucharest

European Diploma in Sales



Certificates

- 2017-07
- JavaScript & jQuery Tutorial Course
- 2017-07
- HTML & CSS Fundamentals Course
- 2017-06
- Google-Mobile Site Developer
- 2017-02
- Google Analytics, Google AdWords
- 2013-05
- Photography Certificate (F64 Studio)