



PROFILE

Date/ Place of birth

21/12/1995, Romania

Nationality

Romanian

Driving license

Full (6 years +)

Address

Leyton, London

Skills

*HTML5, CSS, JS

Adobe Photoshop & XD

WordPress CMS

Office, Brackets,

Visual Studio Code, Data

Modelling and SQL.

NetBeans IDE, GitHub, DaVinci

Studio Resolve, OBS Studio, Netlify,

Figma.

*Writing skills, over one word typed per second on keyboard.

*Professional communication skill.

*Quick Learner.

*Excellent network skills.

*Proven aptitude in problem solving.

*Motivated and hard working.

*Mathematical aptitude.

*Able to operate under pressure.

Certifications and licences

Learn to Code (University of Leeds and Institute of Coding) 2021

PCO LICENCE(TFL)

CONTACT

PHONE:

07796284625

Website:

www.marianbruma.com

MARIAN BRUMA

Freelance Web Developer

EDUCATION

University of Roehampton – BSC Computing Technologies Year 2

2019 – 2023

High School “Eremia Grigorescu” Marasesti – Profile Accountancy

2011 - 2015

WORK EXPERIENCE

Freelance Web Developer

03.2020–Present

- Planning site designs, functionality, and navigation, along with audience funnels and data capture points.
- Building wireframes & prototypes in Figma or Adobe XD which were then turned into functional and responsive digital products.
- Reviewing UX and making necessary edits to accommodate technical or business concerns.
- Handling all composition, color, illustration, typography, and branding for projects.
- Creating landing pages using HTML5,CSS,JS, and specific brand logo in Adobe Photoshop.

The Tower, F&B Team Member

03.2019-03.2020

- Manage all F&B and day-to-day operations within budgeted guidelines and to the highest standards.
- Preserve excellent levels of internal and external customer service.
- Design exceptional menus, purchase goods and continuously make necessary improvements.
- Identify customers' needs and respond proactively to all their concerns.
- Lead F&B team by attracting, recruiting, training, and appraising talented personnel

EMAIL:

bruma.marian@yahoo.com

- Establish targets, KPI's, schedules, policies, and procedures.
- Provide a two-way communication and nurture an ownership environment with emphasis in motivation and teamwork.
- Comply with all health and safety regulations
- Report on management regarding sales results and productivity.

**S.C. MIFALCHIM GROUP S.R.L., Regional Sales
Manager**

03.2015 – 02.2019

- Visiting clients and potential clients to evaluate needs or promote products and services.
- Maintaining client records on database.
- Answering client questions about credit terms, products, prices, and availability.
- Coordinated stock inventory and requisition of new stock.
- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submit orders by referring to price list and product literature.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Provides historical records by maintaining records on area and customer sales.
- Contributes to team effort by accomplishing related results as needed.

S.C. TELECABLU S.R.L., IT SUPPORT
07.2013 - 02.2015

- Installing and configuring computer hardware, software, systems, networks, printers, and scanners.
- Provide basic remote end user desktop support.
- Monitoring and maintaining computer systems and networks.
- Responding in a timely manner to service issues and requests.
- Providing technical support across the company (this may be in person or over the phone).
- Setting up accounts for new users.
- Repairing and replacing equipment, as necessary.
- Testing new technology.
- Keeping the customer and ticket updated with developments.
- Possibly training more junior staff members.
- First level troubleshooting with devices.
- Manage transactions with customers using cash registers.
- Scan goods and ensure pricing is accurate.
- Collect payments whether in cash or credit.
- Issue receipts, refunds, change or tickets.
- Redeem stamps and coupons.
- Troubleshooting LAN Networks & WIFI.
- Cross-sell products and introduce new ones.
- Resolve customer complaints, guide them, and provide relevant information.
- Greet customers when entering or leaving the store.
- Maintain clean and tidy checkout areas.
- Track transactions on balance sheets and report any discrepancies.
- Bag, box, or gift-wrap packages.
- Handle merchandise returns and exchanges.