Florin Gabriel Abagiu

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WORK EXPERIENCE

Sales support engineer
Siemens SRL [21/11/2016 – Current]

Address: Bucharest (Romania)

- Providing support to sales managers, preparation of offers, roll-out the projects, customer support for projects completed.
- Skills: Good knowledge of the market situation, customers, suppliers, basic commercial knowledge, ability to estimate/evaluate clients/market, purchasing, communication, negotiation skill.

Project Specialist
SC Huawei Technologies SRL [15/09/2014 – 21/11/2016]

Address: Bucharest (Romania)

- To coordinate subcontractors, customer and internal team leaders including logistics and PO fulfillment, to make sure materials on-site timely, placing POs to subcontractor timely and support project managers.
- Skills: Project management

Internship
SC Huawei Technologies SRL [05/08/2014 – 31/08/2014]

Address: Beijing, Shenzen (China)

Volunteer-Alumnus Member
EESTEC LC Bucharest [15/11/2012 – 18/10/2014]

Address: Bucharest (Romania)

- Working as a volunteer in EESTEC helped me to participate in various training programs, some of which were focused on personal development (public speaking, time management, improvising, efficiency and productivity skills). In the organization I worked in the PR department and HR department on projects for students.

EDUCATION AND TRAINING

Certificate of completion - The Modern React Bootcamp (Hooks, Context, NextJS, Router)
Udemy [01/01/2021 – Current]

https://www.udemy.com/course/modern-react-bootcamp/

Certificate of Completion - The Web Developer Bootcamp
Udemy [01/04/2020 – 05/08/2020]

https://www.udemy.com/certificate/UC-2bcc15c0-fc59-4f24-9ade-d6c1ca120f3e/

HTML, CSS, Bootstrap, JavaScript, NodeJS, NPM, ExpressJS, MongoDB

Diploma of promotion JAVA 1 Professional
Telecom Academy [10/10/2019 – 06/12/2019]

- Manipulating the file system and file content using classes in the java.io package
- Manipulation of the file system using NIO.2
- Use of lambda expressions and standard functional interfaces
- Using the classes in the Stream API
- In depth understanding of multi-threaded architectures
- Understanding the problems that appear in architectures with multiple threads and solving them
- Connecting to a database management system using JDBC
- Manipulate SQL databases using JDBC

Diploma of promotion JAVA 1 Associate
Telecom Academy [19/06/2019 – 02/09/2019]

- Variable declaration and use of access modifiers in data manipulation
- Use of data structures
- Use of control structures
- Use of Object Oriented Programming principles in creating a software application
- Use of lambda expressions
- Developing applications with multiple threads
- Use of JAVA API SE 8 documentation

Master Degree
University Politehnica of Bucharest [01/10/2014 – 01/07/2016]

Address: Bucharest (Romania)

Faculty of Energetics, Specialisation: Electrical Engineering.

- Master project: Analysis of the automation of an electrical substation.
- Design and implementation of the function Automatic discharge of frequency and voltage with Totally Integrated Automation Portal V11 and S7-PLCSIM program using programming language as Ladder Diagram.

Smart Energy For a Better World-Workshop
ABB Corporate Research Center [05/07/2015 – 10/07/2015]

Address: Krakow (Poland)

- Advanced numerical simulations, Power electronics, Transient phenomena, Smart Protection, Advanced diagnostics, Electronics, Ferroresonance phenomena

Power Engineer
University Politehnica of Bucharest [01/10/2010 – 13/07/2014]

Address: Bucharest (Romania)

Faculty of Energetics

- Diploma project: Protection, command and control system for medium voltage substation.
- Parameterization with DIGSI 4 a protection relay

Course Labview
National Instruments [26/11/2012 – 01/02/2013]

Address: Bucharest (Romania)

- Writing algorithms (flowcharts, block diagrams)

Training Soft Skills Academy
EESTEC LC Bucharest [24/10/2012 – 28/10/2012]

Address: (Romania)

- Negotiation skills, team work skills, management skills.

Training Leaders Education
Leaders Romania [01/05/2012 – 07/06/2012]

Address: Bucharest (Romania)

- Training for how we collect and select information, constant evaluation, challenges

Highschool Graduate
National College "Radu Greceanu" [15/09/2006 – 01/06/2010]

Address: Slatina (Romania)

- Mathematics, Informatics, Physics

LANGUAGE SKILLS

Mother tongue(s):

Romanian

Other language(s):

English
LISTENING B2 **READING** B2 **WRITING** B2
SPOKEN PRODUCTION B2 **SPOKEN INTERACTION** B2

French
LISTENING A1 **READING** A1 **WRITING** A1
SPOKEN PRODUCTION A1 **SPOKEN INTERACTION** A1

German
LISTENING A1 **READING** A1 **WRITING** A1
SPOKEN PRODUCTION A1 **SPOKEN INTERACTION** A1

DIGITAL SKILLS

GIT (GitHub) / Linux

Backend
Java SE 8+ / NodeJS and ExpressJs

Frontend
HTML / CSS / Javascript / Bootstrap

Database
MongoDB / MySQL

DRIVING LICENCE

Driving Licence: B

PROJECTS

Projects

https://github.com/gaby911/

ORGANISATIONAL SKILLS

Organisational skills
- Creating and keeping deadlines, delegation, goal setting and meeting goals, decision making, project management, problem solving, multitasking, implementing strategy gained as Sales Support Engineer
- Team management, project management, teamwork, strategic thinking gained as a Project Specialist.
- Coordinating events, delegation, team leadership gained as a volunteer in Electrical Engineering Students' European Association.

COMMUNICATION AND INTERPERSONAL SKILLS

Communication and interpersonal skills
- Excellent negotiation skills, excellent written communication skills, excellent verbal communication skills, cross-cultural communication skills, great listening skills, excellent presentation skills and communicating via electronic media gained through my experience as sales support engineer.

JOB-RELATED SKILLS

Job-related skills

- Ability to read technical electrical information, diagrams and specifications.
- Proficiency with Microsoft Office especially in Excel, PowerPoint.
- Independent, well-organized and structured working style with a hands-on, can-do attitude
- Flexible and responsible
- Analytical thinking, decision making, change orientation and good communication skills
- Good teamwork spirit, open, proactive and hardworking
- Enthusiastic, result-oriented, customer focused, resourceful and creative.

HOBBIES

Hobbies

- I enjoy playing chess with my friends.
- I like to read self-development books.
- I enjoy dancing kizomba, bachata, salsa.