

# Daniel Gherghinoiu

0750634378

[gherghinoiu\\_daniel@yahoo.com](mailto:gherghinoiu_daniel@yahoo.com)

## PERSONAL STATEMENT

A highly analytical and results-driven professional with 8+ years of experience in software development and data-driven environments. Proven ability to lead cross-functional teams, define strategic roadmaps, and deliver successful projects that drive business growth and enhance customer satisfaction. Expertise spans Agile methodologies, data analysis, stakeholder management, and technical problem-solving, consistently leveraging insights to deliver exceptional outcomes.

---

## KEY SKILLS

- **Project Management:** Agile & Scrum Methodologies, Product Roadmap Development, Sprint Planning, Release Planning, Project Lifecycle Management, Resource Allocation, Timeline Estimation, Risk Assessment & Mitigation.
- **Data & Business Analysis:** Data Analysis & Metrics-Driven Decision Making, Business Requirements Gathering, User Story Mapping & Prioritization, User Feedback Analysis, Process Optimization, Competitive Analysis, Data Ingestion & Transformation, SQL Querying, Data Cleansing & Sanitization.
- **Technical Proficiency:** Software Development (JAVA, Python, MySQL, SQL, PHP, JavaScript, HTML, CSS, Swift, ColdFusion), API Integration & Development, Docker, Version Control Systems (e.g., Git, Jira integration), Automated Testing (Selenium, Katalon Studio, Postman).
- **Leadership & Communication:** Cross-Functional Team Leadership, Stakeholder Management, Effective Communication, Problem-Solving & Solution Design, Mentoring & Training (Coaching).
- **User-Centric Design:** User Experience (UX) Design, Customer Journey Mapping, Prototyping & Wireframing.

---

## EMPLOYMENT HISTORY

### *Project Manager – PCCS Group, UK*

March 2019 to present

- Led the end-to-end development and successful launch of a recruitment system for a client with over 12,000 employees, managing a high volume of weekly applications. This significantly reduced time-to-hire and increased candidate satisfaction.
- Designed and engineered a Python-based data ingestion tool automating Excel-to-SQL pipeline processing, reducing manual onboarding time by 65% and enabling 300+ weekly self-service imports.
- Implemented robust data cleansing and sanitization processes for incoming and outgoing data, ensuring quality and integrity across systems and external APIs.
- Developed an automated API system for cleansing and distributing vacancy data to multiple job boards, showcasing strong data transformation and integration skills.

- Redesigned the in-house ticketing system, incorporating data analytics features to provide insights on user behaviour and system performance. This improved user experience and enhanced traceability across systems.
- Developed a comprehensive version control system for in-house low-code software, enhancing user adoption, ease of debugging, and cross-system functionality. Implemented auditing mechanisms to record user actions, timestamps, and data modifications, improving visibility and control.
- Designed and optimized database architecture for user interaction tracking in a job management system, working extensively with MySQL and SQL databases. This provided the client better visibility over business flow from point of sale to end-of-life product tracking.
- Managed a UK-based team of 6 low-code developers and an India-based team (testing, BA, PHP developers), overseeing project delivery and ensuring high standards.
- Initiated and implemented an automated software testing project using Selenium (Java and Python), Docker, and Jenkins, enabling developers to independently create and run tests.
- Created an academy for the in-house system, which improved user satisfaction and reduced training time.

#### ***Assistant Product Director – Humley, UK***

January 2018 to March 2019

- Automated regression testing for all APIs and systems using Java, Katalon Studio, and Postman, significantly improving efficiency, reducing costs, and ensuring high software quality.
- Created and executed comprehensive testing plans and automation scripts using open-source tools, enhancing quality assurance processes.
- Identified, tracked, and resolved bugs using Jira, ensuring software stability and consistent client satisfaction.
- Collaborated closely with product managers and developers to align on new build approaches and ensure timely project delivery.
- Liaised with internal teams to define system requirements, monitor debugging, and address software discrepancies, ensuring clear communication and alignment.
- Provided coaching and training to clients and colleagues, ensuring effective system utilization and fostering team development.
- Developed and executed comprehensive testing plans, verifying API integration and feature functionality within SQL databases.
- Provided timely and effective 3rd Line Support for complex issues reported by clients and internal teams, ensuring high levels of service and problem resolution.
- Analysed quality assurance metrics, implementing new testing tools and strategies for continuous improvement.
- Designed and developed front-end applications and client demos, effectively showcasing products and enhancing company reputation.
- Migrated legacy systems to new databases, ensuring seamless functionality and data integrity across platforms.

#### ***Data Centre Engineer – Reynolds and Reynolds, UK***

July 2017 to January 2018

- Managed server maintenance, environment setup, and team training while ensuring optimal uptime and resolving technical issues.

### ***Software Engineer – Credit Assist, UK***

June 2016 to July 2017

- Collaborated with data vendors to seamlessly integrate their financial data feeds into internal systems using APIs, ensuring critical data flow.
- Designed, developed, and deployed end-to-end software solutions based on gathered client requirements, ensuring alignment with business needs.
- Performed comprehensive data cleansing and database alignment operations to meet evolving business requirements and maintain data integrity.
- Created robust API data feeds for efficient data delivery to external clients, enhancing data accessibility.
- Designed and developed a sales reporting dashboard with customized views, enabling enhanced commercial performance monitoring and strategic decision-making.
- Analysed and enhanced existing systems based on sales team needs and evolving business requirements, driving continuous improvement.
- Gathered and evaluated user feedback to drive continuous system improvements and enhance user satisfaction.
- Developed and maintained SQL and MySQL databases to support client needs and business growth.
- Maintained both front-end and back-end systems to ensure optimal performance and stability.
- Developed and maintained the admin interface for enhanced system management.

### ***Area Manager – Patria Credit***

February 2012 to September 2013

### ***Branch Manager – Patria Credit***

December 2010 to February 2012

### ***Loan Officer – Patria Credit***

June 2010 to December 2010

### ***Loan Officer – Procredit Bank***

June 2008 to June 2010

---

## **PROJECTS**

### **Recruitment System**

- Led the end-to-end development and successful launch of a recruitment system managing over 12,000 active employees and 300+ weekly new hires/leavers.
- Achieved significant reductions in time-to-hire and increased candidate satisfaction.
- Implemented automated processes, including interviews, offers, onboarding, and inductions, enhancing efficiency and reducing human error.
- Developed an API to centralize vacancy management, enabling seamless cross-platform posting and updating of job postings.
- Introduced automated testing, resulting in cost savings and faster release cycles.

### **Low-Code Platform**

- Drove the development of advanced functionality within a low-code platform, significantly increasing user adoption and ease of use.

- Enhanced cross-system functionality, simplified debugging, and reduced human error through strategic feature development.
- Implemented robust release encapsulation and version control mechanisms, improving system stability and maintainability.

#### **Ticketing System**

- Extended ticketing system functionalities by integrating advanced reporting and data analysis modules, enabling real-time monitoring of ticket statuses and generation of customized reports.
- Improved user experience and enhanced flexibility in creating new projects.
- Implemented traceability and consistency across various integrated systems, streamlining workflows and facilitating more efficient collaboration.
- Enabled rapid identification of operational bottlenecks and accelerated incident resolution.

#### **Job Management System**

- Led the full lifecycle development of a Job Management System, from initial client meetings through to release and ongoing maintenance.
- Increased user satisfaction and provided partners with comprehensive visibility over the entire business flow, from point of sale to repairs and end-of-financial-year reporting.
- Designed and optimized database architecture to support all user interactions within the system.

#### **Credit Score System**

- Implemented a multi-provider credit score system by leveraging and integrating data feeds from three distinct sources.
- Conducted comprehensive data analysis to optimize value for money and ensure high data accuracy, resulting in a robust and reliable credit scoring mechanism.
- Designed and developed the implementation strategy, ensuring a solid and trustworthy evaluation mechanism.

---

## **EDUCATION**

BSc Computing University of Northampton – First-class Honours (1<sup>st</sup>)

BSc Banks and Finance University Spiru Haret

---

## **PROGRAMMING**

JAVA, MySQL, SQL, PHP, JavaScript, HTML, CSS, Swift, ColdFusion, API, WordPress

## **PRODUCTIVITY SOFTWARE**

Jira, Google suite (Drive, Docs, Sheets, Analytics), MS Office (Excel, Word, Power Point, Visio, Outlook, One Note, Access), Draw.io, Monday, Slack, Katalon Studio

## **OPERATING SYSTEMS**

Windows, Ubuntu, Mac OS, IOS, Android

---