

Iulian Prodea

Gloucester, England, United Kingdom



[linkedin.com/in/iulian-pro](https://www.linkedin.com/in/iulian-pro)



iulian.prodea@outlook.com



<https://iulian.pro>



+44 7424 693338



Summary

My previous professional activity meant a long career in sales during which I evolved year by year, acquiring several solid skills, a proof in this sense being the fact that, in every company I have worked in, I have been promoted from junior position to the management positions.

In the last 10 years I worked in Insurance Industry in Romania where I started as a simple Insurance Consultant and I constantly advanced, finally occupying the position of NW Area Sales Manager, a position from which I coordinated the activity in eight branches, meaning coordination activity of a team over 30 employees. From this position I managed to deliver a sales increase of over 30% year on year.

All this time, my passion for IT has remained alive as a hobby. After a long period of reflection, I have decided to take this hobby to a professional level, which why I have moved to the UK, I have started attending Code Institute Ireland courses in November 2019 and in June 2020 I have graduated with a Level 5 Diploma in Software Development. During all this time I was also employed, working night shifts so that I could reach my goal.

I have been and I am very determined to become an experienced software developer, I continue to learn new things every day and I am convinced that I will be able to add value to the organization I will work for and I will be a winning investment for that company.

Experience



Waking Night Support Care Worker

Holmleigh Care

Aug 2019 - Aug 2020 (1 year 1 month)

As a waking night support care worker I was responsible with:

- Assisting Service Users with Personal Care and domestic duties.
- Create opportunities for Service Users to develop establish and maintain personal relationships and social networks, which encourage greater participation and integration in their chosen communities.
- Monitoring progress and recording notes on daily record sheets.
- Other in-house activities

Recommendation: Mrs. Joanne Howells, Office/Recruitment Manager can be contacted at +44 1452 300025, joanneh@holmleigh-care.co.uk



Area Sales Manager

S.A.R. CITY INSURANCE S.A., Cluj-Napoca, Romania

Oct 2015 - Aug 2019 (3 years 11 months)

I have coordinated the activity of eight branches, meaning a team over 25 employees. Main responsibilities and actions has been:

- Driving sales processes and employees teams from eight territorial branches from NW of Romania;

- Developing strategies for growing business relationships with the company's partners ;
- Recruitment candidates for vacancies;
- Tracking and fulfilling targets goals;
- Monitoring activity of the competition;
- Implementing the working procedures and the applicable law in insurance field;

Achievements: Together with the sales teams, I managed to increase the company's client portfolio as well as sales volumes by 30% each year.

Recommendation: Mr. Mircea Buzera, Company Vice President can be contacted at +40 734 444752



Branch Manager

S.A.R. CITY INSURANCE S.A., Bucharest Romania

Oct 2013 - Sep 2015 (2 years)

In this position I was responsible for:

- Launching, developing and coordinating a new branch in Bucharest;
- Developing strategies for growing business relationships with the company's partners ;
- Recruitment candidates for vacancies;
- Tracking and fulfilling targets goals;
- Monitoring activity of the competition;
- Implementing the working procedures and the applicable law in insurance field;

Achievements: I was noticed by the company's management as one of the most productive employees, as proof that the Country Sales Manager proposed me to take over the position of Branch Manager.

Recommendation: Mr. Stefan Dicu, Country Sales Manager (2008 - 2015) can be contacted at +40 722 251708



Insurance Consultant

S.A.R. CITY INSURANCE S.A., Bucharest Romania

Apr 2012 - Sep 2013 (1 year 6 months)

In this position I was responsible for:

- Meeting with customers, understanding their needs and proposing tailored insurance solutions;
- Contacting existing customers by phone and proposing new insurance policies;
- Providing advices and support on insurance issues;
- Prospecting the market and identifying new potential customers;
- Identification of cross-selling solutions in order to increase the volume of sales;

Achievements: I was noticed by the company's management as one of the most productive employees, as proof that the Country Sales Manager proposed me to take over the position of Branch Manager.

Recommendation: Mrs. Mihaela Tache, Branch Manager (2012 - 2015) can be contacted at +40 722 277976

Education



Code Institute

Level 5 Diploma , Full Stack Software Developer

2019 - 2020

The course provided by the Code Institute was segmented into four chapters:

User Centric Frontend Development - in this first part I have studied HTML Fundamentals, CSS Fundamentals and Bootstrap as well I have learned to confidently use Github, Git version control, VS Code IDE and has been ended with my first project that can be find here: <https://iulianpro.github.io/my-city/> (I have passed it with 82%)

Interactive Frontend Development - The second chapter it meant passing through Javascript, JQuery, DOM manipulation, Google Maps APIs and all this elements had been caught in the second project that can be find here: <https://iulianpro.github.io/discover-transylvania/> (I have passed it with 89%)

Data Centric Development - In this segment, I went through Databases Fundamentals, SQL and noSQL, MySQL, programmatically manipulated data with Python Flask Framework and MongoDB using CRUD operations, all concluding in the third project that can be find here: <https://iulianpro-shifts-manager.herokuapp.com/> (I have passed it with 72%)

Full Stack Frameworks With Django - The last stage of the course consisted in creating a web application in Python Django Framework that would also contain the functionalities of an online store. I learned how to use Django, how to implement the online payment provided by Stripe, how to use Amazon Web Services to host media and static files. My last project can be find here: <https://iulianpro-give-help.herokuapp.com/> (I have passed it with 76%)