IUSTIN IONITA

FRONT-END DEVELOPER

DETAILS

ADDRESS
8 Northville Road
BS7 0RG, Bristol
United Kingdom

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0790 2843 634

EMAIL
ionita.iustin@gmail.com

DATE / PLACE OF BIRTH
25 Dec 1994
Bucharest

NATIONALITY
Romanian

SKILLS

HTML

CSS / SCSS

JavaScript

Ability to Multitask

Effective Time
Management

Ability to Work in a Team

Good work ethic

Complex Problem Solving

Attention to Detail

LANGUAGES

Romanian
● ● ● ● ●

English
● ● ● ● ○

LINKS

My Portofolio

GitHub

Facebook

PROFILE

I am a **passionate**, **motivated** and **enthusiastic self-taught** Front-End Web Developer who enjoy writing code that live on the internet. I have outstanding interpersonal skills and can communicate effectively with a wide range of people. **My goal is to be a valued member of the team I'm working with and bring value to the company**, and I believe the experience I have in working with people and leading teams across different sectors will help me to achieve this. **I am eager to learn, grow and improve my skills in Web Development!**

EMPLOYMENT HISTORY

Customer Assistant, Carshop   Bristol
Feb 2020 — Present

- Optimising the workflow according to the diary to reduce the waiting time for our customers.
- Helping the customers to fill all the necessary documents for their purchase.
- Checking the cars to make sure everything is in our standards.
- Supporting customers via email, phone and in-store visits.
- Worked to achieve high customer satisfaction rates by providing optimal customer service.
- Provided new employees with information and training.
- Helping the members from the other departments with their tasks in our quiet times.

Branch Manager, DUO Rent A Car   Bucharest
Mar 2018 — Sep 2019

- Mentored staff to increase sales success and productivity.
- Planned and executed promotional events.
- Coordinated special update and conversion projects and monitored key performance metrics.
- Built strong rapport with new and existing clients to better serve financial needs and promote branch loyalty.
- Boosted customer base, acquiring new customers and identifying needs to deliver relevant products.
- Developed annual branch business plan for maximum profitability and effectiveness.
- Actively recruited and oversaw training for all new branch employees.
- Conducted surveys of customer feedback.
- Recruited and hired new branch employees.
- Consistently complied with company policies and government regulations.

Sales Representative, DUO Rent A Car   Bucharest
Jan 2017 — Mar 2018

- Cultivated strong professional relationships with industry partners, creating focused campaigns to drive long-term business development.
- Boosted client retention, establishing sales goals and securing targeted rates.

- Identified and solved complex strategy problems impacting sales management and business direction.
- Interfaced with customers to resolve problems and meet diverse needs.
- Completed documentation for product and service sales.
- Answered customers' questions and addressed problems and complaints in person and via phone.
- Provided support and empathy while succeeding in a competitive sales environment.
- Secured sales by providing recommendations to promote brand effectiveness and product benefits.

Sales Agent, DUO Rent A Car
Bucharest
Jun 2016 — Jan 2017

- Interfaced with customers, determined needs, provided recommendations and up-sold services.
- Provided an exemplary level of service to clients to both maintain and extend relationships for future business opportunities.
- Establish contracts, including pricing structures and service terms.
- Delivering and collecting a variety of company vehicles.
- Cleaning and preparing vehicles ready for rental.
- Conducting full damage checks.
- Completing all relevant paperwork.
- Meeting and greeting our customers.

Sales Representative , TC World
Manchester
Oct 2015 — Feb 2016

- Generated leads for new sales through telephone and face to face contact with customers.
- Identified and maximised sales opportunities, and increased customer retention rates.
- Served as the company's bilingual Romanian and English Customer Service Representative.

Jr. Product Manager, Network One Distribution
Bucharest
Oct 2013 — Sep 2015

- Monitored multiple databases to keep track of all company inventory.
- Promoted revenue by analysing profitability and key metrics.
- Managed production operations, purchasing and sales.
- Upheld quality standards by monitoring and correcting work.
- Developed systems and procedures to optimise efficiency and quality.
- Monitored inventory and analysed product costs.
- Developed and deepened relationships to form lasting and loyal partnerships.
- Ordering IT products from vendors like HP, Dell, Lexmark, Xerox.
- Negotiating prices for profitability of the ongoing projects.

Quality Controller, Ubisoft
Bucharest
Jan 2013 — Oct 2013

- Play through the incomplete versions of game.
- Follow test plans to ensure adequate coverage is given to each section of the game, and then follow the test plan methodically.
- Report discovered bugs and manage the bug database.
- Verify that the application meets the technical requirements of the platform holders.
- Provide assistance to the Production team on various tasks as needed.
- Retesting new builds based on the follow-up reports and updating the bugs in the database (Jira)

EDUCATION

Bachelor of Science, Cybernetics, Statistics and Economic Informatics, Romanian-American University

Bucharest

Sep 2013 — Jul 2017

Baccalaureate, Mathematics-Informatics , Constantin Brancoveanu - High School

Bucharest

Sep 2009 — Jun 2013

INTERNSHIPS

Microsoft Student Partner, Microsoft Romania

Bucharest

Oct 2013 — Oct 2017

- Going to Microsoft events to learn about the latest trends and technologies.
- Using Microsoft software to build various setups used for learning and testing purposes.
- Mentoring other students, developing technical and career skills.

REFERENCES

References available upon request