



marcel tapuleasa

Accounts Benefits Manager @ F6S Network Limited

Cluj-Napoca, 39 years, Male

tapuleasam@yahoo.com 

+40 751 216 663 

<https://www.linkedin.com/in/tapuleasa-marcel-6065a3139/>



<https://github.com/marcel-tapuleasa> 

<https://marcel-tapuleasa.netlify.app> 

PROFESSIONAL EXPERIENCE

F6S Network Limited in Cluj-Napoca, Romania

Accounts Benefits Manager

December, 2019 - December, 2021 | 2 years

I activate as Accounts Manager at , the #1 community for Tech Startups & SME, helping them grow through startup programs, opportunities to drive traction, grants, benefits and services.

Some of my main responsibilities are:

- support program managers on using the F6S Platform
- help PM scout the most suitable startups for their accelerator program
- record all details in CRM, build and maintain reports
- up-sale and organize promotion (email campaigns)
- curate the Benefits section on (over \$1M total value)
- negotiate the best benefits possible with Tier 1 providers (AWS, Google, Hubspot, Salesforce, Zendesk, etc) and upload them on the .
- supervise the benefits' redemption process and assure best user experience.
- organizing promotion (Newsletters, targeted emails, Built cases)

Jac Travel LTD in Cluj-Napoca, Romania

Regional Contracts Manager

May, 2016 - November, 2019 | 3 years 6 months

Responsible from contracting all range of services for group travel (accommodation, transport, excursions, entries, restaurants, guides etc). I am responsible for Benelux, France and Central & Eastern Europe. Basically the position implies negotiating best rates and T&C policies and signing agreements with suppliers in above mentioned areas. I am also responsible to build and develop long term partnerships with suppliers, organize special promotions.

Total Stay LTD

Senior Groups Executive Team Leader

June, 2013 - May, 2016 | 2 years 11 months

Main point of contact for a portfolio of B2B clients worldwide, receiving new requests, preparing quotations, closing the deal.

Preparing and following up with documentation (invoicing, monitor payment processes) so due deadlines are met.

Organizing post sales follow-up, telemarketing to generate new leads.

Managing a team of over 10 executives, recruiting, coaching, monitoring KPI's to ensure personal development, meeting targets and a good work-life balance.

Preparing & presenting reports to Senior Management and to other departments within the company.

ROCONFORT SRL in Cluj-Napoca, Romania

Front desk manager

November, 2009 - November, 2012 | 3 years

Language Weaver inc

Translation services consultant

September, 2009 - May, 2012 | 2 years 8 months

LANGUAGE WEAVER SRL in Cluj-Napoca, Romania

data analyst

October, 2009 - November, 2011 | 2 years 1 month

translation services

Sun Hotels Direct

Reservations manager

February, 2007 - June, 2009 | 2 years 4 months

travel agent, creating tourist packages, customer services, promoting

hotel Zamca in Suceava, Romania

Front desk receptionist

February, 2005 - March, 2006 | 1 year 1 month

Tahoe Biltmore Lodge and Casino

Front Desk representative

June, 2002 - September, 2003 | 1 year 3 months

Front desk officer in a 3 star hotel in Nevada, USA

ABOUT ME

After a 10+ years experience in international travel(Contracting & Sales) I came to envision a career shift for a completely new field, Web Development. What started as a challenge and more or less out of curiosity grew into me and quickly became a passion that takes a good chunk of my time. IT constantly fascinates me by its diversity and continuous disruptive innovation, it challenges me on a daily basis to put to use and improve my creativity, analytical thinking and problem-solving skills.

I am interested in a Junior Web Developer position(front-end, back-end or full-stack). I am proficient mainly in the MERN stack, but I am 100% open to learn and work in any language or framework.

If you're on a search for a colleague that is serious, mature, well balanced, true team player and eager to learn new things, do not search any further.

JOB TYPE PREFERENCES

Location



Remote & Home work



On company premises



Field work & Business Trips



Available for relocation



Time & Pay



Full-time employment



Part-time employment



EDUCATION

Courses / Conferences

ReactJS Bootcamp

2022 - 2022

Master ReactJS framework based on latest updates: Hooks, Context API, State Management, MUI5, HOCs, React Router, Refine, NextJS, Webpack.

Courses / Conferences

Web Developer Bootcamp

2021 - 2022 | 1 year

Modern Full stack developer course, including: HTML5, CSS3, Javascript, DOM manipulation, AJAX, SQL, MongoDB, NodeJS, Express, Web APIs, Authorization & Authentication and many more.

Sociology, University (graduate), Cluj-Napoca

UBB

2010 - 2013 | 3 years

International Economic Relations, University (graduate), Cluj-Napoca

UBB

1999 - 2003 | 4 years

Mathematics, High School / Vocational School

Liviu Rebreanu National College

1995 - 1999 | 4 years

SKILLS

User Interface Design

create solutions to problems

Bootstrap

React

node.js

JavaScript

think analytically

SQL

web programming

rest api

English

NoSQL

Next.js

AJAX

HTML

think creatively

Express.js

SPOKEN LANGUAGES

Romanian	native
English	advanced
French	advanced
Italian	advanced

OTHER SKILLS

I have a driving licence

✓