



## Calin Marius Alexandru

**Home** : Craiova, Romania

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**Gender**: Male **Nationality**: Romanian

### ABOUT ME

I'm a Fast Learner, Self-Motivated, Self-Organized and super energetic person.

### DIGITAL SKILLS

#### My Digital Skills

##### Digital Skills

React.js | Node.js | NextJS | Next Auth | Express.js | SQL PostgreSQL | REST APIs  
| HTML, CSS, JAVASCRIPT | Python | Bootstrap | Microsoft 365 (Excel, Word, Teams, Outlook, etc)

##### Personal Skills

Fast-Learner | Self-Organized | Self-Motivated | Trainer | Leader

### EDUCATION AND TRAINING

[ 10/2024 – 01/2025 ] **Web Development Bootcamp**

**Udemy** <https://www.udemy.com/>

[ 07/2024 – 10/2024 ] **Python Bootcamp**

**Udemy** <https://www.udemy.com/>

[ 2021 – 2023 ] **Master's Degree - Computer Science in Economy**

**University of Craiova**

**City**: Craiova | **Country**: Romania |

[ 2018 – 2021 ] **Bachelor's Degree - Computer Science**

**University of Craiova**

**City**: Craiova | **Country**: Romania |

Web Application Development using Bootstrap framework Degree

### WORK EXPERIENCE

[ 10/2023 – Current ] **Technical Support**

**Microsoft**

**City**: Work from Home

Fully communication in English.

Partial communication in Italian.

Review, investigate and help resolve different customer technical issues/requests that are received via ticketing system(Dynamics 365).

Collaborating with different teams in order to meet the SLAs and provide the best customer experience.

Identifying & investigating potential systems bugs/errors.

Synthesize feedback from customers and partners to learn about the product usage.  
Phone Number Portability & Acquisition knowledge for EMEA Countries(29 Countries).

[ 02/2023 – 08/2023 ]

### **Regional Sales Manager**

#### ***Banca Transilvania - BT Direct***

**Country:** Romania

Coordinating a sales team of over 25 people for the strategic partnerships department.

The team is located in 13 stores of strategic partners, stores that cover an area of 7 counties from South-West region.

Maintaining & developing the business relationship with employees & management of partners.

Recruitment & training of new employees.

Conducting periodic regional trainings.

Periodic visits to the 13 stores with different purposes according to a schedule previously established.

Proposing and implementing various initiatives & actions in accordance with the proposed strategy to increase sales and achieve all KPIs.

Proactive sales activities together with sales advisors.

Daily support for sales advisors.

[ 11/2019 – 02/2023 ]

### **Senior Sales Representative**

#### ***Vodafone - Retail Store***

**City:** Craiova | **Country:** Romania

Exceeding the monthly target at a ratio of 120% to 210%.

85% of activity was Business to Consumer

15% of activity was Business to Business

Conducting sales training to new employees.

Sales activity was a mix of selling services as well as devices.

TOP Gadget Sales Recognition - 1st place countrywide as best salesman with the most gadgets sold in the first 2 months of the newly launched project (the first 2 months in which wireless headphones, smart watches, smart bracelets, scooters, routers, speakers and much more gadgets were introduced in the company).

Regional Champion Sales Quarter3 2021-2022

Regional Champion Sales Quarter4 2021-2022

Regional Champion Sales Quarter1 2022-2023

Various multiple recognition prizes received.

[ 05/2019 – 11/2019 ]

### **Junior Sales Representative**

#### ***Orange - Retail Store***

**City:** Craiova | **Country:** Romania

Direct sales Business to Consumer

Customer support

## **LANGUAGE SKILLS**

**Mother tongue(s):** Română

**Other language(s):**

**English**

**LISTENING C1 READING C1 WRITING C1**

**SPOKEN PRODUCTION B2 SPOKEN INTERACTION B2**

**Italian**

**LISTENING B2 READING B2 WRITING B1**

**SPOKEN PRODUCTION B1 SPOKEN INTERACTION B1**

*Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user*

## **DRIVING LICENCE**

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**Motorbikes:** AM

**Cars:** B1

**Cars:** B