

## Contact

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(LinkedIn)

## Top Skills

Test Strategy  
Training  
Strategic Leadership

## Languages

English  
Romanian

## Certifications

ISTQB Foundation  
Project Management Professional

# Ovidiu Donciu

Startup QA Expert | Helping Tech Startups Scale with Lean Testing Strategies | 15+ Years in QA & Eng. Leadership | Soccer Academy Coach(7yrs)

Winston-Salem, North Carolina, United States

## Summary

I help startups build lean, efficient, and high-impact QA processes while not being afraid of hands-on testing. With 15+ years in Quality Engineering, I've led QA transformations for early-stage and high-growth startups, doing lots of hands-on testing, reducing production bugs by up to 90%, increasing automation coverage, and enabling faster, high-quality releases.

I, also, provide on-demand QA services to startups looking to balance speed and quality without the overhead of a full-time QA team. Whether it's hands-on testing, defining lean test strategies, building quality-driven engineering culture, or leading cross-functional teams, I specialize in making quality an accelerator—not a bottleneck.

Let's connect if you need hands-on testing, automation, or a scalable QA strategy for your startup!

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Beyond tech, I'm coaching youth football/soccer teams and building champions, both on&off the field.

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## Experience

ExpoPlatform

1 year 7 months

Head of Engineering

October 2024 - Present (7 months)

Winston-Salem, North Carolina, United States

- Driving an engineering transformation to enhance product quality and team efficiency.
- Implemented a quality-first culture through OKRs, BDD, CI/CD best practices.
- Leading and mentoring 48 globally distributed engineers.

## Head of Quality

October 2023 - October 2024 (1 year 1 month)

Winston-Salem, North Carolina, United States

- Led quality initiatives, creating test processes and fostering a quality-driven engineering culture.
- Collaborated with stakeholders to align customer needs, business goals, and engineering efforts.
- Developed a strategy for successfully reducing production incidents by 50%.
- Introduced quality metrics and OKRs
- Introduced shift-left and continuous testing approach

## Self-employed

QA Consultant

January 2014 - Present (11 years 4 months)

Remote

- Pioneered QA function in multiple tech startups, implementing efficient shift-left testing strategies, processes, and best practices.
- Built and led QA teams of 3 to 24 QA Engineers.
- Increased E2E/API test automation from 0% to 90% in months.
- Strategically reduced production bugs by up to 90%.

## NC Fusion

Head Soccer Coach

December 2023 - Present (1 year 5 months)

Winston-Salem, North Carolina, United States

- Coaching top U9&U10 Boys teams
- Individual and group training sessions
- 1-1 Mentoring
- Developed and promoted young players to higher level teams.
- Local, Regional leagues and tournaments

## Five to Nine

Quality Assurance Lead

April 2022 - September 2023 (1 year 6 months)

Chicago, Illinois, United States

- Introduced test processes and best practices as the first QA at Five to Nine.
- Achieved 100% critical-path test automation in 6 months with Playwright.
- Reduced production bugs by 80%, enhancing customer satisfaction.
- Designed and led incident management processes, improving issue resolution time.

Hopin

2 years

Test Engineering Manager

January 2021 - March 2022 (1 year 3 months)

Remote

- Implemented the first test process and best practices to ensure high-quality releases.
- Hiring manager for 20+ Test Engineers/SDET/Test Managers
- Managed 5 Test Engineers supporting 5 cross-functional teams
- Reduced production incidents by 70%, increased release frequency from weekly to daily
- Scaled test processed to support the 500% growth of the engineering department

QA Engineer

April 2020 - January 2021 (10 months)

Remote

- Established and implemented the first QA processes and best practices with a shift-left mentality.
- Conducted hands-on testing, both manual and automation using Cypress, to ensure product quality.
- Recruited, built, and led the first QA team, fostering a culture of quality and continuous improvement.
- Took ownership of regression testing to maintain product stability and reliability.

ACS ABBA JIBOU

Founder/Owner/Head Coach

March 2018 - July 2020 (2 years 5 months)

Jibou, Sălaj, Romania

- Founded and managed a Soccer/Football Youth Academy in Romania
- Started from scratch and in 3 years we were state champions with 3 different age-groups out of 5.
- Created and implemented the club's strategy, vision, and coaching philosophy
- Hiring and managing coaches
- Head Coach for 3 age-groups at Elite level
- Season and pre-season management
- Budget management
- Partnerships

- Tournaments
- Community-based projects

## Fluid Software

### QA Manager

June 2013 - May 2018 (5 years)

- Implemented the first QA strategy and processes with a focus on shift-left, continuous testing, and exploratory testing.
- Managed and trained 4 fully remote QA Engineers: Senior and Junior.
- Collaborated with the PM and CEO on release planning and testing priorities.

## Skobbler/Telenav

### QA Engineer

August 2009 - December 2013 (4 years 5 months)

Cluj-Napoca, Cluj, Romania

- Implemented test processes and best practices for a web mapping platform at Skobbler/Telenav.
- Conducted PR testing, FE/BE/API/Performance/Regression testing to ensure 100% functional coverage.
- Achieved 100% test automation coverage for critical path within 3 months.

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## Education

### Technical University of Cluj Napoca

Master, Microelectronics · (2006 - 2007)

### Technical University of Cluj Napoca

Enginner, Electronics and Telecommunications · (2001 - 2006)