



VASILE URSU

From cluj-napoca

Contact details

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About me

I am a punctual and motivated individual who is able to work in a busy environment and produce high standards of work. I am an excellent team worker and am able to take instructions from all levels and build up good working relationships with all colleagues. I am flexible, reliable and possess excellent time keeping skills. I am passionate about IT domain and learning how to solve problems.

Professional experience

Experience by departments

Education / Training / Arta: **9 months**
Alimentation: **1 year and 2 months**
Sales: **1 year and 2 months**
Real Estate : **1 year and 3 months**

May 2021 - Sep 2021
5 months

waiter - Povestea Ceaunului Vama Veche
Vama Veche | Alimentation | Tourism

Acquired skills and knowledge:
Communication, Team work, Teamwork, Punctuality, organizational

Sep 2020 - Apr 2021
8 months

Sales Agent - Profcaresistem Kirby
Cluj-Napoca | Sales | Commerce / Retail

In this job I learned something special because the client is in his comfort zone, in the house, where the normal sale turns into active listening in order to make a personalized offer created to meet the needs of the client.

Acquired skills and knowledge:
Sales Management, Sales, crm customer relationship management, Communication skills, sales negotiation techniques

Jan 2020 - Sep 2020
9 months

Delivery - Amarent
Cluj-Napoca | Alimentation | Services

Acquired skills and knowledge:
Customer service

Sep 2018 - Nov 2019

1 year and 3 months

Real Estate Agent - Homeward Real Estate

Cluj-Napoca | Real Estate | Real estate

The main responsibility was to mediate the transactions of sale and rental of real estate in Cluj-Napoca from its own portfolio. Main daily activities:

- Market research to bring new properties for sale / rent
- Follow-up for existing customers
- Traveling on the field to present customer offers

Acquired skills and knowledge:

Project management, Communication, Team work, Team Management, Negotiation skills, Sales, Customer service, Time management, Business development, sales negotiation techniques

Feb 2018 - Aug 2018

7 months

Telephone Sales Agent - BioPlanta

Cluj-Napoca | Sales | Commerce / Retail

In this job I have acquired qualities of negotiation and persuasion. I learned how to sell over the phone by applying several techniques.

Acquired skills and knowledge:

Sales Management

Dec 2017 - Aug 2018

9 months

Team Leader - Wave Devision

Cluj-Napoca | Education / Training / Arta | Commerce / Retail

In this job I discovered my managerial qualities. I managed 2 teams daily (one of 3 people and one of 4 people) and the was responsibility to supply the teams with stock + training for new employees + reports and work schedule for each employee. Also in this job I had the opportunity to manage a team up to 20 people at the Untold festival.

Acquired skills and knowledge:

Leadership, Project management, Team leader, Team leadership, Team work, Team Management, Team building

Education

2011 - 2015

High School / Vocational school - Liceul Teoretic "Constantin Angelescu"

mate-info

Skills

General skills

Adobe Photoshop, C#, HTML, CSS, mysql - beginner, javascript - beginner, microsoft excel

Foreign languages

english - Advanced, romanian - Advanced, russian - Advanced

Other info

Certifications

Curs .NET C# Developer

acquired on Nov 2017