

Victoria Codreanu

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TECHNICAL BUSINESS DEVELOPER | TELEFONICA OPEN GATEWAY | SOFTWARE DEVELOPER | PARTNER MANAGING

Graduate in Economics and Software Engineering at 42 Madrid, passionate about technology and problem-solving. Currently working as a Technical Business Developer at Telefonica Digital Innovation Open Gateway Project, my experience spans programming, business development, and executing innovative solutions in dynamic environments. With a unique combination of analytical thinking, strong teamwork skills, adaptability, and technical expertise, I am motivated to tackle challenges and generate impactful results

PROFESSIONAL EXPERIENCE

Open Gateway - Technical Business Development

Beigar | Client Telefónica Innovación Digital | Madrid

01/2025 - Present

- Improved team performance by 37% in 6 months through CRM optimization with Pipedrive, streamlining client tracking and sales pipeline management
- Conducted 25+ API demonstrations and product presentations, achieving a 60% conversion rate from demo to qualified sales opportunity
- Developed 2 new use cases for Open Gateway APIs by analyzing client requirements and market trends, expanding product application possibilities
- Collaborated cross-functionally with internal departments to identify new opportunities and promote Open Gateway awareness across the industry

Web Developer

Nucleo Studio | Madrid | Remote

09/2024 - 01/2025

- Delivered multiple customized web projects across diverse sectors including IT consulting services, venture capital, Web3 and B2B sales, improving clients online presence through optimized loading times and enhanced user engagement

Open Gateway - Strategy GTM & Partner Program

Telefónica Innovación Digital | Madrid | Internship

07/2023 - 09/2024

- Managed monthly newsletters for 2,000 subscribers with engaging content
- Increased educational webinar attendance by 23% through content optimization
- Handled Open Gateway product inquiries, providing detailed customer solutions
- Built genuine, trust-based relationships by developing Telefónica's Open Gateway Partner Program to achieve GTM objectives and capture industry growth alongside partners
- Provided detailed customer solutions and handled product inquiries, demonstrating exceptional written and verbal communication skills

Project Manager

HER DAO SPAIN | Madrid | Decentralized Autonomous Organization

10/2022 - 06/2023

- Led comprehensive project management across various areas, including websites
- Developed and tracked roadmaps to ensure efficient and timely execution of all project activities
- Implemented OKRs and metrics tracking to evaluate progress and make data-driven decisions
- Facilitated clear and transparent communication through regular meetings, reports, and presentations
- Proactively managed stakeholder relationships to ensure alignment with project objectives, expectations, and risks

Administrator

Lenca Tours S.L. | Móstoles, Madrid

08/2018 - 01/2020

- Managed supplier relationships with Eastern European travel providers, contributing to a 60% increase in Eastern travel sales revenue and expanded regional service offerings
- Handled invoicing documentation and provided customer service support

EDUCATION

Software Engineer

42 Madrid - Telefónica Foundation | Spain

09/2022 - Present

Bachelor's Degree in Economics (EU-recognized qualification validated by Spanish Ministry of Universities)

Academy of Economic Studies of Moldova (ASEM)

SKILLS

Hard

- Kanban Next Javascript CSS HTML
Wordpress Tailwind Notion Figma Git
C React Python Solidity Bootstrap
PowerBI Microsoft Office Web3 C++

Soft

- Problem-solving Strategy Analysis
Resilience Adaptability Teamwork
Communication Proactivity Empathy

LANGUAGES

- | | |
|----------|-----------|
| Spanish | Bilingual |
| English | Fluid C1 |
| Romanian | Native |
| Rusian | Native |

PROJECTS

ETHDam Hackathon Scolarship

Secret Weasel Project: Development of a DAPP that utilizes decentralized technology to protect information integrity and ensure whistleblower security.

Hackathon Innomakers4Health / Pfizer & Wayra

Heartner Project: Development of a mobile app for cardiovascular disease prevention and monitoring.

Agile & Scrum Training

Senda Project: Web development with Django, Javascript, HTML, CSS and SQL.

Portfolio 42 Madrid

Projects developed in C and C++ programming languages ([Github](#))

CERTIFICATIONS

Kanban Certification

Telefónica Foundation | 09/2024 - 11/2024

8-week course where I learned to implement and optimize this visual task management system to improve workflow, productivity, and team collaboration.