

# Victoria Codreanu

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## TECHNICAL BUSINESS DEVELOPER | TELEFONICA OPEN GATEWAY | SOFTWARE DEVELOPER | WEB3

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

### Technical Business Development

Telefónica Innovación Digital Open Gateway Global | 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.