

# 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 8 months through CRM optimization with Pipedrive, streamlining client tracking and sales pipeline management
- Conducted 25+ API demonstrations and engaged regularly with clients for technical Q&A sessions and comprehensive product demonstrations, driving deeper product understanding and addressing complex inquiries.
- 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

### 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
- Contributed informative content on product advances (APIs) and actively participated in diverse tasks, demonstrating organizational skills and adaptability within the Open Gateway team
- Developed Telefónica's Open Gateway Partner Program to achieve GTM objectives and capture industry growth alongside partners

## 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

### Web Developer

Nucleao 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

### 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

## PROJECTS

### ETHDam Hackathon Scholarship

**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.

## LANGUAGES

Spanish	Bilingual
English	Fluid C1
Romanian	Native
Rusian	Native