



Alexandru Gheorghe

Full Stack Developer

Work Experience

Contact

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Technologies

JS/TS

Svelte

Electron

MySQL/sqlite3

Git

Node JS

Linux

PHP/Laravel

C++

Skills

Using/Making APIs

Web Scraping

Database Management

UI/UX

Security

Optimizations

Nginx Server Configuration

Linux Sys Administation

Languages

Fluent English

Native Italian

Native Romanian

Removals Market Ltd

1st Nov 2021 - Present - UK

Full Stack Developer

- Developed a single page application "**The Dialler**" using **Svelte** and **NodeJS** as backend. This is for internal usage. It communicates with the database using a custom API that I wrote in **Laravel**.

The company used Laravel, but I pushed for the use of NodeJS as I believe that it is a better fit.

This application allows us to make and receive call from clients, and to call automatically. It uses **Twilio API**, and a custom algorithm to determine which clients to call, when, and using what phone number.

We needed this application due to low answer rate. Once in use, it has increased the effectiveness of our sales stage-1 team by a **x7** factor, it didn't affect stage-2 but it provided a **20%** improvement to stage-3.

This project has been my sole responsibility for over 2 years.

With time I added to it a lot of other features and QOL that you would expect from a "Contact Center System".

- For "**The Dialler**", I made multiple data analysis and debug tools. I used ChartJS for making charts, and I wrote queries and algorithms to analyse our collected data.

Eventually I had to build a custom chart using native HTML Canvas, We needed to visualize the automated calls made in real time. So I build a tool that receives events via WebSockets, and it updates chart data.

- Down the line I also added an **SMS Application** to the Dialler. This application allows us to send, receive, view, get notified of, SMS messages.
- Worked in **PHP/Laravel** using **Sendgrid API** to automate emails and generate PDFs at many stages of the selling process.
- Wrote a JS script that injects testimonial reviews into the website here. Previously the reviews were loading from justreview.co. The load time of the script changed from **>10s** to **<1s**. The new version is a clone of the old one, (as requested by Management).

Soft skills

- Effective Communication •
- Teamwork •
- Problem Solving •
- Mathematical approach •
- Self-Confidence •
- Handling Pressure •
- Leadership •
- Executing Delicate Tasks •
- Can-Do attitude •
- Critical Thinking •
- Conflict Resolution •

- Developed a page that allows clients to give us a review. This tool does the following:
 - Attributing the review to the right people.
 - Keeping the last review only.
 - Security (preventing abuse by our workers).

I also build a tool with charts and filters to let Management analyse the reviews data.