

# ALEX GRIGORE

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## SUMMARY

Front end web developer with a background in Business Development, Sales Management and Customer Service cumulating to 9 years of experience and a dedication to learning technologies that build great products. Effective at combining creativity and problem solving to develop user-friendly applications. Known among staff for strong wit and attention to detail no matter the complexity of the project.

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## TECHNICAL SKILLS

### Languages

HTML, CSS, JavaScript

### Tools

React, Jest, Vite, Vitest, UI/UX, jQuery, Bootstrap, SASS, Bash, Git, Node, CI/CD, Hosting

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## PROJECTS

### Personal Portfolio

[Link to GitHub](#)

[Link to deployed project](#)

- Developed a visually appealing React-powered portfolio hosted on Netlify, showcasing creative design, interactive elements, and personal projects with the option to toggle between light and dark themes.
- Used React and NPM to design and implement a sleek portfolio site, ensuring an engaging user experience with interactive features and a personalised touch.
- Tools and languages used : React, NPM, EmailJS, Figma, Netlify

### Travel Fanatix

[Link to GitHub](#)

[Link to deployed project](#)

- Collaboratively created the Travel Fanatix daily travel planner, revolutionising foreign city exploration. The application seamlessly plans days, suggesting curated attractions with detailed information, enhancing the travel experience.
- Guided the team in developing an intuitive travel planner, prioritising user experience, and implementing various technologies for real-time data integration.
- Tools and languages used : HTML, CSS, JavaScript, Fetch API, Bootstrap, Persistent Data, Day JS, Tourist Attraction API, OpenWeather API, Unsplash API

### Readme Generator

[Link to GitHub](#)

- Created an automated tool to simplify the generation of readme documentation files. Addressing the common challenge of manual documentation, the tool streamlines the process by automatically incorporating file structures, a table of contents, and technology badges.
  - Developed the project to automate documentation, reducing the time and effort required for manual documentation tasks enhancing the efficiency of a developer's workflow.
  - Tools and languages used : Bash, Node JS, NPM, Inquirer JS
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## EDUCATION

### Front-End Web Development Certificate

#### edX

September 2023 - February 2024

An intensive bootcamp program focused on gaining technical skills in HTML, CSS, JavaScript, jQuery, Bootstrap, Node JS, NPM, Express, ReactJS.

### Front-End Web Development Certificate

#### Meta

December 2023 - Expected to finish April 2024

Certificate program by Meta, the creators of Facebook and Instagram. The comprehensive curriculum spans key areas like JavaScript, version control, HTML/CSS, React, UX/UI design, and a front-end developer capstone, with a concluding focus on coding interview preparation. The program, totaling 100+ hours, is geared towards preparing individuals for a successful career in front-end development, marked by high course ratings and practical skill emphasis.

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## EXPERIENCE

### Business Development Manager, VDC Trading

2022 - Present

Experienced professional adept at managing a diverse clientele, including technical engineers in the music festival and theatre industries. Specialised in consulting on technical projects, advising sales teams, and analysing monthly revenue to identify customer spending trends. Demonstrated success in increasing customer satisfaction and account spending through strategic planning. Accomplished in creating and publishing user case studies on the company website. Maintains effective communication with top-level stakeholders, including the CEO, board of directors, operations, and accounts teams, ensuring alignment with organisational objectives.

- Successfully acquired new business accounts through various channels, including in-person and virtual meetings, LinkedIn, and market research.
- Translated technical specifications into compelling user interfaces for diverse use cases.
- Proficient in managing data through Excel spreadsheets, tracking customer spending data, and forecasting customer behaviour.
- Collaborated with cross-functional teams to ensure optimal customer service.
- Proficient in technical aspects such as quoting, order conversion, back orders, and repairs using Sage CRM.
  
- Key Achievements:
  - Year-on-Year Revenue Growth:
    - 2022: Commenced with a solid foundation, by generating £401K in the first year.
    - 2023: Achieved a remarkable revenue of £851.8K.
    - 2024: Demonstrated exceptional performance by generating £75K in the first month alone, marking a 6% increase compared to January 2023.
  
  - Account Management:
    - Initiated with 75 national accounts in 2022.
    - Successfully expanded the portfolio to encompass 180 national accounts within a span of two years, reflecting a remarkable growth of approximately 60%.

Full work history between 2014 - 2022 can be shared on request.

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