

Anatolie Poiata

Data Engineer/Data Mining /Scoring Models/Forecasting and Predictions
Artificial Intelligence | Natural Leadership

Extensive Experience Building and Managing Businesses and Operations

- Managing operations & company in different areas
- Successful work with diverse teams, inclusive international, in integration process and procedures
- Effective collaboration skills and thought leadership with key stakeholders, peers & mass functions.
- Knowledge of development, deployment, and evaluation of processes/systems for Operations with a keen focus on quality and efficiency.
- Improve business functions and operational effectiveness in an effort to drive strategic vision & goals
- Successful build of scoring & predictive analyze for finance institutes

Key Qualifications

- Data Mining
- Machine Learning
- New Business Processes
- Process Implementation
- Process Improvement
- Analytics / Result orientation
- Scoring / Prediction
- Effective Collaboration
- High Functioning Teams
- Clear Thinking
- Troubleshooting
- Customer Service
- Natural Leadership
- Biz Continuity Planning
- Training / Mentoring

Career Progression & Select Accomplishments

AC Tech Corp | 07/2023 - current **Chief Data Science Dept,**

- Elaborate models for scoring and forecasting,
- Data Mining and Data Analysis

AC Technologies | 10/2020 - 07/2023 **Chief Data Science Dept,**

- Elaborate models for scoring and forecasting,
- Data Mining and Data Analysis

Aerotour Moldova | Chisinau, Moldova | 5/2018 – 1/2020 **Commercial Director**

- Develop and promotion of tourism products, dealing agreements with service providers and travel agencies, relations with corporate customers
- Development of the Travel Management System (TMS) WineTrip - inventory system and online booking tool for touristic products of wineries .

National Office of Vine and Wine of Moldova | Chisinau, Moldova | 10/2017 – 5/2018
Expert-consultant

- Implementing of the framework for the assessment of the wineries and the touristic potential of the wineries; elaboration of a system of statistics on wine tourism; elaboration and promotion of a draft Government Decision on the Wine Road and Development of Oenotourism in Moldova

Amadeus Ukraine | Kyiv, Ukraine | 10/2016 – 4/2017
Product Manger

- Manage the entire product line life cycle from strategic planning to tactical activities; Product evaluation, distribution & implementation
- Consolidate and communicate customer requirements, which are not covered by existing solutions, to management in order to influence future product developments

Amadeus Travel | Chisinau, Moldova | 10/2004 – 4/2016
Director

- Develop and promotion of tourism products, dealing agreements with service providers and travel agencies, relations with corporate customers
- Establish partnership with Lufthansa City Center, implement new products of online booking tools, reporting and customer care solutions

Voiaj International | Chisinau, Moldova | 09/2000 – 4/2004
Vice-Director

- Coordinate activity with Carlson Wagonlit within frame of representative agreement. Contributed to the implementation of Billing Settlement Plan of IATA and electronic ticketing in Moldova. Elaborated and realized training courses for sales agents. Elaborated and implemented customer loyalty program

Moldavian Airlines Travel Agency | Chisinau, Moldova | 12/1996 – 9/2000
Executive director

- Implemented Computer reservations system GABRIEL, AIRFARE & Automated TICKETING.; trained sales agents.

Air Moldova | Chisinau, Moldova | 07/1993 – 12/1996
Chief Department Interline Affairs

- Implemented Computer reservations system GABRIEL, AIRFARE & Automated TICKETING.; Prorating, billing and interline settlement with other airlines; trained sales agents.

ACADEMY of SCIENCES | Chisinau, Moldova | 1988 - 1993
Leading IT engineer

Education & Certifications

SAS Programming 1: Essentials – 2023

SAS Enterprise Guide 1: Querying and Reporting – 2023
Sequences, Time Series and Prediction – DeepLearning.AI – 2021
Artificial Intelligence on Microsoft Azure – Microsoft - 2021
Introduction to Recommender Systems: Non-Personalized and Content-Based - University of Minnesota – 2020
Machine Learning using SAS Viya – SAS –2020
Machine Learning Online Course – Stanford University –2019
IBM Data Science Online Course – IBM –2019
Machine Learning With Big Data - University of California San Diego – 2019

MASTER'S DEGREE – Applied Mathematics (Computer & Information Science) – Moldova State University– Chisinau, Moldova – 1990

PROFESSIONAL TRAINING – Gabriel & Airfare & Ticketing Course (SITA, Atlanta, USA, 1996) / Air France IATA (1998) / BSP Training (2002) / Amadeus Central Ticketing Course (2004) / Marriott Hotel Excellence (2008)

LANGUAGES – Romanian / Russian / English

PUBLICATIONS

“Data Science & Machine Learning cu exemple in Python si KNIME” / Anatol Poiata, Vitalie Ursachi, 2023,Chisinau, in Romanian, ISBN -978-9975-3625-2-8

Vitale Ursachi

Data Science/Data Mining /Scoring Models/Forecasting/
Customer Experience / Process Improvement

Over 15 years experience in telecommunications: data mining, forecasting, customer experience management, call center administration, debt collection

- Managing call center processes & operations
- Successful work in field of Customer Experience Management
- Knowledge and experience in the field of process description and improvement.
- Implementation of churn management models/scoring models.
- Implementation of a KPI system for the processes within the company
- Successful build of scoring & predictive analysis for finance institutes
- Forecast of traffic at the call center/ Forecast of the stock of goods

Key Qualifications

- Forecasting
- Data Mining
- Machine Learning
- Business analysis
- Process Improvement
- Customer retention
- Call Center
- Quality Management Systems
- Debt Collection
- Customer Experience
- Training
- Python for Data Science, KNIME, SPSS

Career Progression & Select Accomplishments

AC Tech Corp, | 07/2023 - current **Chief Data Scientist**

- Implementation of ML models,
- Data Mining,
- Forecasting.

AC Technologies, | 10/2020 - 07/2023 **Chief Data Scientist**

- Elaboration and implementation of scoring models,
- Data Mining,
- Data analysis for processes improvement.

Credit bureau "Via Scope" | 10/2020 – current **Chairman of the Board**

- Information security,
- Risk management,

- Strategic planning.

Credit bureau “Via Scope” L.L.C. | 07/2018 – 10/2020
CEO

- Creating a company from scratch,
- Business planning, organization, motivation and control,
- Implementation of the information system for providing credit history reports,
- Implementation of scoring models,
- Negotiation with potential clients.

“VIAPRINT” L.L.C. | 03/2018 – 06/2018
Head of Analytical and Statistical Department

- Process description,
- Elaboration and implementation of statistical reports,
- Implementation a KPI system for the company's processes,
- Process improvement.

“Moldtelecom” J.S.C. | 07/2014 – 10/2017
Customer Experience Manager

- Management of 3 subdivisions: customer retention, debt management and complaints service,
- Planning and fulfilling of the indicators,
- Managing the budgets,
- Control of the achievement of objectives and motivation of the staff.

“Moldtelecom” J.S.C. | 01/2011 – 06/2014
Head of the information support service

- Organizing the activity of the information and telegraph service, public cabins,
- Fulfillment of the income plan and quality indicators,
- Monitoring the performance of tasks and motivating staff.

DMTC “Moldtelecom” J.S.C. | 07/2005 – 12/2010
Head of Call Center

- Organizing information services and implementing value-added services,
- Planning and fulfilling quality indicators,
- Organizing and motivating the staff in order to fulfill the planned indices.

DMTC “Moldtelecom” J.S.C. | 03/2002 – 06/2005
Marketing specialist

- Elaboration of promotional materials,
- Promotion of the services,
- Organizing the distribution of the services,
- Coordination the tariff policy.

Education

- 2000-2003: Academy of Sciences of Moldova, Institute of Economic Research, Doctor of sciences in economics.
- 1995-2000: Academy of Economic Studies, Bachelor’s Degree in management.
- 1992-1995: National College of Commerce, accountancy.

Certifications

- Introduction in Data Mining with SPSS Modeler
- SAS Enterprise Guide 1: Querying and Reporting
- Machine Learning Using SAS Viya 3.5

PROFESSIONAL TRAINING

- 15-17 June 2015: Introduction in Data Mining with SPSS Modeler, Bucharest, Romania.
- 02 – 28 June 2013: Manager Training Programme of the Federal Ministry of Economics and Technology with Moldova (Deutsche Gesellschaft fur Internationale Zusammenarbeit (GIZ))
- 21-23 November 2010: Internal auditor course for the Quality Management Systems against the requirements of ISO 9001:2008, AJA Romania.
- 23-25 July 2010: Internal auditor course for the Environmental Management Systems against the requirements of ISO 14001:2004, AJA Romania.
- 15-19 May 2006: Moscow Technical University of Communications and Informatics, Institute of Professional Development, Moscow, Tools for effective promotion of services on the market.
- 21-24 November 2005: Call Center College, Ljubljana (Slovenia), Managing Customer Relations: Call Center Organization & Management.

LANGUAGES – Romanian / Russian / English

PUBLICATIONS - Author of **seven** scientific articles and **three** monographs:

- The forecasting system in company management, Chisinau, 2006, 276 pages, ISBN - 978-9975-75-379-1.
- The methodology of forecasting economic processes in enterprise management, Chisinau, 2011, 3223 pages, ISBN - 978-9975-75-564-1.
- Data Science & Machine Learning: with examples in Python and KNIME, Chisinau, 2023, 536 pages, ISBN - 978-9975-3625-2-8.

DUMITRU PALADE

Licensed in Economics

CEO - Project manager - Finance manager - Business manager
Project Portfolio Manager - Infrastructure and IT projects

KEY Competences

Project Management

Project Planning and Budgeting
Team & Leadership
Complex multilevel Project Portfolio Management
Complex Integration projects (turn key solutions)
Project Sales process
Project recourse planning (large enterprises)
Complex Infrastructure projects (Security, Access, Network, Power, Energy Sources, Management, Monitoring, etc.)

IT

Network Infrastructure and technology
Data Center planning and Standards
Data Cabling Solutions and Standards
Deep knowledge of CMR, ERP, SAAS, Billing, Cloud and Server platforms and Technologies (multiple implemented projects)
Security and Access systems, integration and management
Block-chain implementation

Data Analytic

Data Import & Structuring
Data Manipulation
Forms & Reports & Charts
Financial Analysis
Market Analysis, Business Analysis
Financial Reporting, Budgeting, Forecasting
Time & Schedules, PKI

Customer Relations

Contracts negotiation
Consultation and Sales
Marketing and promotion
Customer oriented process management
Manage supply sources and process optimization
Collaboration management and reporting
Ideas analysis, development and presentations

Professional experience:

1. 2021- present – AC Tech Corp SRL

Position: CEO

- ✓ Concept and development of FinTech Solutions for Financial Institutions
- ✓ Proces
- ✓ Recruitment and Team manager
- ✓ Budgeting and Cost estimations
- ✓ Inter-projects risk management

2. 2013 - 2021 - ONE Telecom SRL - Project Management & System Integrator

Position: CEO

- ✓ Recruitment and Team manager
- ✓ Customer oriented planning
- ✓ Contracts negotiation
- ✓ Consultation and Sales management
- ✓ Manage supply sources and process optimization
- ✓ Coordinator of procurement any purchasing activity
- ✓ Ideas analysis, structuring and planning
- ✓ Coordinating with projects stakeholders
- ✓ Budgeting and Cost estimations
- ✓ Inter-projects risk management

- ✓ Collaboration management and reporting
- ✓ PM support and guidance
- ✓ Consultancy in Project and Process Management
- ✓ PR and Client relations Management

3. 2004 – 2010 - “Mobiasbanca GROUPE SOCIETE GENERALE” SA

Position: PMO

Special duties:

- Project Manager Officer - Integration of Mobiasbanca SA in Groupe Societe Generale - line up to the Societe Generale standards
- Project Manager - Transition to new Banking Core System

Position: Head of Strategic Development Division

- Long Term Planning and dynamic Reporting
- Coordinator for the concept of infrastructure development
- Microsoft Project System implementation and development
- Coordinator of IT sector development
- Branch positioning strategy, negotiation with owners, contract signing, reporting

3. August 2002 -April 2004

Moldcargo LTD Insurance Company

Position: Financial Manager

- Financial Planning and reporting;
- Budgeting;
- Reinsurance Portfolio management;
- New technology and software implementation;
- Development projects management;
- Implementation of CRM, Project Manager;

4. February 2001-July 2002:

City Hall of Chisinau, Moldova

Position: Senior Expert of International Economic Relations Division

- Secretary of Federation of Local and Regional Authorities in Moldova at the European Congress of Local and Regional Authorities, Council of Europe, Strasbourg, France;
- Monitoring of International Contracts;
- Financial reporting;
- Projects reporting;
- Negotiation of loan agreements and collaboration contracts;
- Work with international Delegations (negotiation, translation, etc.);
- Project Manager;

5. September 1998 - January 2001

“Medicor Farm” SA Chisinau, Moldova

Position: Promotion consultant

- Marketing manager;
- Database administrator.

Education:

1. PMI id # 5461975
2. 1999 Licensed in Economics. International University of Moldova,

	Specialization: International Economic Relations and Banks and Stock Exchanges. 3. 1999 - Diploma of Bachelor 4. 1994 - Diploma of Secondary school
<i>Certifications courses:</i>	1. PMP Certification - Project Management Institute 2. Nexans “Certified System Supervisor” - 2016 3. PANDUIT Training - Data Center planning and constructions - 2015 4. LEGRAND Training - Cabling Systems - 2015 5. Mini MBA / Mobiasbanca GSG SA - 2009-2010 6. Academy of Marketing of Moldova - Marketing and digital promotion Strategies - 1998;
<i>Hobby:</i>	Traveling, Hiking, Rafting
<i>Participation in projects:</i>	1. UNDP Moldova - Building e-Governance in Moldova Project, National Expert; 2. OPINIA NGO - Presidential Elections forecast - Project Assistant; 3. Adsisto NGO - Social Project “Personal Incomes” - Project Assistant; 4. Drug abuse prevention - European Cities Against Drugs Organization - Project Author and Manager; 5. TAPESTRY (Council of Europe) - Public transport administration - Junior Project manager; 6. Insurance Administration - Research and Database building - Project Author and Manager.
<i>Publications:</i>	1. International Payment Instruments and Documentary Operations - Thesis, 1999 2. Concept of the E-Governance in Moldova - Expert, 2003-2004 3. Implementation of the Single Tax in Republic of Moldova - Research, 2004 - 2005
<i>Skills:</i>	1. Proficiency in Business Process Analytics and PM 2. Advanced knowledge of all Microsoft Products including: Microsoft Project, Microsoft Share Point, Visio, Excel, etc.; 3. Advanced knowledge of Windows and Linux OS 4. Advanced knowledge of Networking Principals and Standards 5. Advanced knowledge of PHP, JS, HTML, CSS 6. Advanced knowledge of WEB server/applications technologies and practices, Desktop and Mobile 7. Advanced knowledge of SAP and CRM applications technics, principles and standards 8. Advanced knowledge of Data Bases: MySQL, Postgre, MSSQL, qLite, etc. 9. Advanced knowledge of Encryption and Digital Certificates Signing technologies and practices; 10. Advanced knowledge of EdrawMax, Autocad, MS Visio 11. Experience in Device Library, Resource Inventory, Service Inventory, Data Migration and Integration, Discovery and Reconciliation, Order Processing, Workflow and Dataflow 12. Strong knowledge of DWH/BI fundamentals (Data Assurance, Data Quality)
<i>Languages:</i>	Romanian - native, English - advanced, French - advanced, Russian - advanced.

Curriculum vitae

Informații personale

Nume/Prenume **Moraru Serghei**

Experiența profesională

Postul ocupat **Senior Developer, Inginer sisteme, Expert Securitate**

Perioada 07.2023 <> prezent

Numele si adresa angajatorului AC Tech Corp S.R.L.

Domeniu Tehnologii Informaționale

Descrierea postului Dezvoltarea a diferitor tipuri de soft-uri, utilizând limbajele de programare ca HTML, PHP, MySql, BASH și Java.

Postul ocupat **Programator, Inginer sisteme, Expert Securitate**

Perioada 05.2020 <> 07.2023

Numele si adresa angajatorului "One Telecom" S.R.L.

Domeniu Tehnologii Informaționale

Descrierea postului

- Securitate informațională și asigurarea procesului de lucru a mijloacele tehnice de tip desktop și server, cât și a echipamentelor periferice.
- Dezvoltarea a diferitor tipuri de soft-uri, utilizând limbajele de programare ca HTML, PHP, MySql, BASH și Java.
- Crearea, configurarea, mentenanța și monitorizarea a echipamentelor active de rețea.

Postul ocupat	Administrator TI, Expert securitate, Programator
Perioada	2013-01 <> 05.2020
Numele si adresa angajatorului	Î.M "Biroul de Credit" S.R.L.
Domeniu	Tehnologii Informaționale
Descrierea postului	<ul style="list-style-type: none"> • Securitate informațională și asigurarea procesului de lucru a mijloacele tehnice de tip desktop și server, cât și a echipamentelor periferice. • Instalarea si configurarea a mail server, virtual host server, web server • Dezvoltarea a diferitor tipuri de soft-uri, utilizând limbajele de programare ca HTML, PHP, MySql, BASH și Java. • Crearea, configurarea, mentenanța și monitorizarea a echipamentelor active de rețea.
Postul ocupat	Administrator sisteme
Perioada	2007-08 <> 2012-12
Numele si adresa angajatorului	Universitate de Stat din Moldova, Centrul de Tehnologii Informaționale
Domeniu	Asistenta Hard si Soft de Sistem
Descrierea postului	<ul style="list-style-type: none"> • Stabilirea defectelor Hardware si Software • Mentenanța lucrului cu Windows 98, NT, XP și Windows 7, Fedora 6

Postul ocupat	Inginer-coordonator
Perioada	2006-10 <> 2007-07
Numele si adresa angajatorului	Universitate de Stat din Moldova
Domeniu	Administrarea a salilor de calculatoare

Educatie si formare

Diploma obtinuta	Facultate (terminat)
Perioada	2004 - 2007
Institutie	Universitate de Stat din Moldova - Facultatea de Matematica si Informatica
Oras	Chisinau
Profilul	Matematica Aplicata
Descriere (Specializare)	Informatica si Optimizare Discreta

Aptitudini si competente personale

Limbi straine cunoscute	Engleza - Înalt; Rusa - Mediu;
Permis de conducere	Nu

Curriculum vitae

Informatii personale

Nume/Prenume **Parasii Alexandru**

Experiența profesională

Postul ocupat	PHP Full-Stack Developer
Perioada	09.2021 <> Prezent
Numele si adresa angajatorului	“AC Technologies LTD” S.R.L.
Domeniu	Tehnologii Informaționale
Descrierea postului	<ul style="list-style-type: none">• Dezvoltarea a diferitor tipuri de soft-uri, utilizând limbajele de programare ca HTML, PHP, MySQL, BASH și Java, Framework Symfony.• Crearea, configurarea, mentinanța și monitorizarea a softului.
Postul ocupat	PHP Full-Stack Developer
Perioada	11.2020 <> 09.2021
Numele si adresa angajatorului	Unifun
Domeniu	Tehnologii Informaționale
Descrierea postului	<ul style="list-style-type: none">• Specificarea si indeplinirea taskurilor• Team management• Comunicarea cu Project managerii si Product Owners.• Dezvoltarea a diferitor tipuri de soft-uri, utilizând limbaj de programare ca PHP.
Postul ocupat	Internet Researcher
Perioada	05.2019 <> 09.2019
Numele si adresa angajatorului	DevelopmentAid
Domeniu	Reasearch
Descrierea postului	Căutarea și analiza informațiilor online pentru a sprijini obiectivele proiectelor companiei, inclusiv colectarea datelor, monitorizarea tendințelor de pe internet și evaluarea conținutului web pentru acuratețe și relevanță
Postul ocupat	Front End Assistant
Perioada	04.2019 <> 05.2019
Numele si adresa angajatorului	ICS Next Generation Team
Descrierea postului	Asistarea echipei de dezvoltare front-end în crearea și întreținerea interfețelor

web, inclusiv codificarea paginilor web folosind HTML, CSS și JavaScript, testarea funcționalității pe diferite browsere și dispozitive, și colaborarea cu designerii pentru a asigura coerența vizuală și funcțională

Educatie si formare

Diploma obtinuta	Facultate (terminat)
Perioada	2017 - 2021
Institutie	Universitate Tehnica Moldova
Oras	Chisinau
Profilul	Informatica
Descriere (Specializare)	Informatica si Optimizare Discreta

Aptitudini si competente personale

Limbi straine cunoscute	Engleza - Înalt; Rusa - Înalt; Română – Nativ; Italiană – Elementar.
Permis de conducere	Da

Mihail Metreniuc

✉ mmetreniuc@gmail.com [in LinkedIn](#) [@ Instagram](#) [@ Behance](#)

Current role	Senior Product Designer at Aftershoot
Experience	Marketing, Design, SaaS, No-Code
Technologies	Adobe Creative Suite, Figma, Photoshop, Illustrator, Wordpress, After Effects

Right now I'm learning...
I am currently in the process of learning how to design products that are driven by AI technology.

Work experience

Senior Product Designer, [Aftershoot](#) 

Nov 2022 – Present (10m)

Adobe Creative Suite Figma

- Revamped Brand Identity for Greater Impact — Led a comprehensive rebranding initiative across Aftershoot's communications, website, and product UI, aligning it with evolving market trends. Resulted in an impressive 24% boost in brand recognition within 3 months. The consistent application of the rebranded elements drove a 12% improvement in user engagement, enhancing the company's market presence and user experience.
- Streamlined Design Processes for Efficiency — I was responsible for developing design processes and organizational systems specifically for Aftershoot's unique design needs. As a result, project turnaround time was impressively reduced by 30%, allowing faster product iterations and improvements. Additionally, cross-functional collaboration was improved, leading to a decrease in design-related bottlenecks and an overall enhancement in productivity.
- Innovative R&D Contributions for Improved Performance — My focus was primarily on the Culling and Editing products. Working closely with the R&D team, I collaborated to introduce new tab bar navigation, leading to streamlining the workflow process and increased user satisfaction and retention. These contributions highlighted Aftershoot's commitment to continuous improvement and innovation, further cementing the company's position as a leader in its field.

Product Designer, [Pixieset](#) 

Jun 2021 – Oct 2022 (1y 4m)

Platform designed for photographers to manage their projects

Adobe Creative Suite Figma

- Developed and designed the user-friendly Flex Block feature, transforming website customization for photographers. Collaborated across teams to create a drag-and-drop interface, resulting in a 37% increase in user engagement and a 21% decrease in design-related customer support requests.
- User-centric approach led to the creation of the intuitive Flex Block interface, boosting active website customization by 36% and accelerating onboarding for new users by 23%.
- Successful launch of the Flex Block feature drove a 30% increase in user adoption, with cross-platform compatibility, unified aesthetics, and responsive design leading to a 15% reduction in bounce rates and 25% longer average session duration. Contributed to Pixieset's 2023 growth of 14% in active users.

Website builder and services for photographers
Marketing · Design · SaaS · No-Code

Adobe Creative Suite Photoshop Illustrator Figma Wordpress After Effects

- Enhanced the user experience and optimized workflows within the no-code website builder, resulting in improved usability for both beginners and experienced designers.
- Led the development of the innovative "Pronto" system, enabling users to access a wide range of pre-designed blocks and style kits, fostering creativity while maintaining brand consistency.
- Collaborated effectively with cross-functional teams to design intuitive interfaces and interactions that empowered users to effortlessly create visually stunning websites, contributing to Flothemes' user-centric design approach.

Education

Pedagogical National University "Ion Creanga"

Bachelor degree (4) Fashion Design

Skillbox Academy

Course (3) Web Design

Snippets

Orka website template www.figma.com

It was developed in collaboration with Squaremuse company.
<https://orka71.squaremuse.com/?password=demo>



More about me

I'm making a career change because...

I chose to take a more deliberate approach, prioritizing the thorough refinement of my skills.

Interests

I'm into plants, basketball, Formula 1, and deep philosophical chats. They add spice to life!

Right now I'm learning...

I am currently in the process of learning how to design products that are driven by AI technology.

Languages spoken

Romanian, Russian