

CURRICULUM VITAE (CV)

Position Title and No.	Project manager
Name of Expert:	Sergiu Robu
Date of Birth:	15/04/1978
Country of Citizenship/Residence	Moldova

Education:

- Bachelor's degree in computer science, Technical University of Moldova. Graduated 2002.

Employment record relevant to the assignment:

Period	Employing organization and your title/position. Contact info for references	Country	Summary of activities performed relevant to the Assignment
Feb 2023 - present	Ascenta Cloud Administrator, Project manager	Moldova	Skills: Self-motivated Sr. Software Development Manager with over 18th years in software development industry leading product vision, project/program delivery timelines, leading software development teams on delivery roadmaps, hands-on on people grow and team reward. Extensive expertise in managing multifaceted software projects, ranging from client engagement and business-use case analysis to developing and delivering large multi-tier/multi teams solutions. Able to manage multiple projects simultaneously, having distributed teams around the globe in different time zones. Highly skilled in modeling business client thinking to the real world of software development, communicating deadlines, working closely with the teams, raising risks in time and thoughtful dependency management. Transparency, honesty, and correctness make me a leader who take credit for failures and who promote people based on their success data points. I'm a team believer, who's raising individual stars and builds dream teams around them which can deliver as one, rather than an individual contributor adept glorifying the lonely superstar contribution.
May 2019 Jun 2021	Amazon	Romania	Assignment 2. Development of Denied Party Screening (DPS) Client: Amazon, USA

	Software development manager / Scrum master		<p>Position: Software development manager</p> <p>Project features: Amazon Denied Party Screening (DPS) mission is to prevent denied party from transacting with Amazon businesses. It consists from automatic mechanisms to detect and prevent prohibited transactions with the denied party using a diverse set of algorithms and machine learning techniques. It screens over a half a billion events every day, integrate with Tier 1 systems and deal with unique scaling and TPS challenges.</p> <p>Relevant activities: Managed a team of 10 people, developing the denied party screening platform in Amazon. My responsibilities matched on several dimensions:</p> <ul style="list-style-type: none"> - team management - helping the team members to develop the right skills (tech or soft) and promote individuals based on their deliveries (e.g. business impact, tech heaviness, project ambiguities, impact in the team/across teams and organization), working on people motivation (understand the issues and define path to overrun them in 1*1 meetings), running team self-awareness meetings (e.g. discussing in the group job perception, management perception, company perception), responsible for hiring the right people in the team; - operational dimension - maintaining the current production software 365/24, developing the operational processes with the team, continuously reviewing current ops metrics (#sevs, monitoring dashboards, alarms, run books, andon cord procedures for mitigating client impact); - program planning – managing the platform side results in running in parallel about 5 to 10 projects simultaneously (usually 1 developer per project). A project passes (usually) through several steps (disambiguation, high level architecture, road-map definition and execution). I'm closely working with the team on all the phases but the execution one; - defining product roadmap and vision – I'm defining (with my upper management and the stakeholders) the operational development plan for the year ahead (why and what should be done) and what can be improved to reduce the KTLO (keep the
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			<p>lights on) effort. I'm defining the product vision (product 3 years vision), how the product can evolve, what are the areas which can bring more value/clients to the product;</p> <p>Technical environment Infrastructure modeled through CloudFormation, and parametrized in Live Pipelines Templates (LPT). There are multiple canary tests to monitor security misconfiguration. Hardware metrics are emitted and aggregated by CloudWatch. Custom Service metrics are emitted to both PMET Alarms and ticketing is handled via Carnaval for both PMET and CloudWatch. Dashboards are modeled via CloudFormation in CloudWatch. Gizmo with intelligent load shedding for protecting hosts from brownout. Logs are pushed to CloudWatch and analyzed in Scroll data stored in DataLake, extracted from EDX using Dryad queries. Amazon DynamoDB storage. CloudAuth is used for auth. Certificates are managed in Redfort and deployed with OdinEverywhere. Amazon EC2 Fleet for microservices. AmazonLink, S3 buckets, Amazon Lambda, SQS and SNS queue, Amazon Elastic Container Service (ECS), Amazon Elastic Kubernetes Service (EKS), AWS Fargate is a serverless compute engine., AWS Batch, AWS Step Functions.</p> <p>Methodology: Agile (Kanban)</p>
Feb 2014 Jun 2019	Endava, Software Project / Program manager / Scrum master	Romania	<p>Assignment 3. Digitalization projects Client: NDA Position: Project/Programm manager Relevant activities: I have worked for Endava during 5 years as Project Manager and lately as Program Manager and successfully delivered about 12 projects (having multiple simultaneously running projects in parallel). The biggest program I run implied 7 teams (about 40 people developers, testers, business analysts). The program (as a whole) was meant to boost a company digitalization process by growing it from a small company (sliced from digital perspective into small software pieces designed to serve a single business division) to a well-structured mid-size company which can leverage the potential of its own data across the entire company. Because of the inherited silos</p>

			<p>development, the software projects were developed in different languages (e.g. Python, C#, .NET, Java – chose mainly by the software know-how) and following different SDLC approaches (e.g. Agile Scrum delivery model, Agile Kanban, Extended team delivery model). I was responsible for overall program delivery and stakeholder's management, reporting the overall progress, raising potential risks and issues. For each separate project I was working as escalation manager (e.g. dive deep in case of slippage on deliveries, communication issues, integration and alignment issues). In the same time, I have organized the entire delivery space as a stand-alone organization, building a leadership group meant to align (from technology point of view) the overall architectural approach (e.g. how do we organize the data flows between components, what are the exposed APIs). I was working directly with each team individual towards their job satisfaction, project fit and was defining their promotion road maps.</p> <p>Technical environment C#, .NET, Java, Python, Angular; MSSQL; PostgreSQL, Oracle, Docker, Kubernetes</p> <p>Methodology: Agile (Scrum, Kanban), Waterfall</p>
Feb 2014 Jun 2019	Endava, Development Lead	Romania	<p>Assignment 4. Development of eCommerce marketplace and payment system Client: NDA Position: Dev Lead, senior .Net developer Relevant activities: As Dev Lead I was in charge of:</p> <ul style="list-style-type: none"> - the technical part of the project, as well as of sprint planning in terms of development; - Connect departments and coordinate development; - Assist the Product Manager and/or client with planning (next steps, new features, etc.) by providing technical insight; - Know every developer working on the project; their skills, needs, exact responsibilities and what they both like and don't like to do; - Contribute to the codebase of the project; - Communicate with the team, ensuring everyone is involved in sprint planning and is clear in regards to all short- and long-term goals;

			<ul style="list-style-type: none"> - Organize and properly utilize stand-ups (short, oftentimes daily meetings meant for discussing roadblocks only, and not general progress). <p>About project The client aimed to create a next-generation, commission-free digital platform for 3,000+ e-bike dealers across the EU and enable them to promote their goods through specific and detailed product presentations. We framed the project using an agile approach and divided it into three main phases: discovery, research, and prototyping. We provided a multilingual team capable of working on all the client's web shop extensions regardless of software (PHP, Java, .NET, JavaScript, etc).</p> <p>The platform key capabilities include:</p> <ul style="list-style-type: none"> - Ability to handle hundreds of dealers selling thousands of bikes with features for customizing their payment pages with their logos and branding. - Specific presentation of each e-bike in the marketplace, with each e-bike being a unique item with lots of data - Purchase order: PO preparation/ approval/sign-off / dispatch; Binding Contract; Goods Delivery; PO Closure - Multiple payment options for customers (e.g., credit cards, direct payment, digital wallets via our API integration or payment links functionality or other alternative financing options) - Refunds: provide full or partial refunds to customers - Reporting: download transaction reports about all payments on marketplace platform. - Standards and support: The platform has been tested against all relevant accessibility and usability standards. It's also: PCI and GDPR compliant; and supported 24/7 by the team with extensive developer documentation - An agile development approach that enables daily deployments in the production environment
Jan 2013 Feb 2014	IXIA (now Keysight), Development Lead, Scrum master	USA, Romania	<p>Assignment 5. Development of electronic design automation (EDA) software Client: IXIA, USA Position: Dev Lead, Senior software developer Relevant activities:</p>

			<p>As a development lead my responsibilities were related to software deliveries as disambiguation (working with project management on requirements), architecture (design and integration), execution and team coaching. I was driving the tech team as a scrum master as well.</p> <p>Technical environment VB.NET, MS SQL, ASP.NET WebForms</p> <p>Methodology: Agile (Scrum), Waterfall</p>
Apr 2011 Dec 2013	Siveco, Development lead	Romania	<p>Assignment 6. Development of ERP solutions for utilities providers</p> <p>Clients: Termoelectrica, Hidroelectrica, Apa Serv, Congaz, ACET, ELCEN, ENET, etc</p> <p>Relevant activities:</p> <ul style="list-style-type: none"> - Led a 12 software engineers team to develop and customize such components as: financial accounting management, fixed assets and inventory objects mgmt., budget mgmt., human resources mgmt., personnel salary mgmt., procurement mgmt., maintenance mgmt., utilities billing mgmt., contract mgmt., investment mgmt., cash flow mgmt., litigation mgmt., SIVGIS - Geographic Information mgmt., SIVECO Business Analyzer - Management Information System. - Accountable for system architecture, system analysis, quality assurance - Managed integration with SCADA and GIS information systems <p>Technical environment C#, .Net framework 4.0, Visual Studio 2010, MS SQL</p> <p>Methodology: Iterative and Waterfall</p>
2010 2011	Siveco, Development lead For references: Alexandra Craciun, Project manager	Romania	<p>Assignment 7. Development and implementation of Integrated health information system in Romania</p> <p>Client: National House of Social Insurance</p> <p>Project features: Siveco Romania ensured the analysis, design, development and installation of the 28 software applications based on ERP Siveco system in most of the county locations and facilitated the IT support for increasing the efficiency and control of activities.</p> <p>Project features: Management of the social health insurance funds, insurants, medical and pharmaceutical service</p>

			<p>providers, evidence of the contribution payments and enable the control of the medical services</p> <p>Relevant activities:</p> <ul style="list-style-type: none"> - Led a 6 software engineers team to develop and customize such components as: primary medical care suppliers, specialized ambulatories for clinical specialties, ambulatories for paraclinical specialties, ambulatories for dentist specialties, hospital units, ambulance and sanitary transport units, sanatoriums and health prevention institutions, ambulatories for health recovery - Implemented the software application in accordance with and client's requirements, the system architecture and specifications - Collaborated with the project manager, system architects and other development leads to define timelines of the project - Participated in planning and implementation of software testing, and release management activities - Managed the integration of the software application with various external systems and platforms, such as electronic medical records and other health insurance databases <p>Technical environment C#, .Net framework 4.0, Visual Studio 2010, Crystal Reports, MS SQL,</p> <p>Methodology: Hybrid (Waterfall and iterative)</p>
2009-2010	Ubisoft, Senior .Net developer	Romania	<p>Assignment 8. Development of commercial document management system</p> <p>Client: Siveco, Romania</p> <p>Position: Development Lead, Senior software developer</p> <p>Relevant activities: Main responsibilities was design and implementation of WSFH (Windows Services Framework Host) meant to serve as a framework host for business jobs, providing out from the box the job management features (e.g. job status, start, stop, pause) as well the fails-safe features. The WFSH was designed to work as a WCF service hosted by a Windows Service and it exposes its endpoints through http and MSMQ protocols.</p>
2002 - 2008	Compudava (now Endava), ASP .NET developer	Moldova	<p>Assignment 9. Custom software development projects</p> <p>Client: Compudava, Moldova</p> <p>Position: DevLead, Software developer</p> <p>Relevant activities:</p>

	For references: Iurie Turcanu		Design and development of different software projects on .Net tech stack. Gain the ASP.NET Technology lead, responsible for training and advising the team members on using in the right way and in appropriate mode the ASP.NET capabilities.
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Membership in Professional Associations and Publications:

PRINCE2 FOUNDATION (APMG-International)

PRINCE2 PRACTITIONER (APMG-International)

Language Skills (indicate only languages in which you can work):

Romanian (native)

Russian (bilingual proficiency)

English (full professional proficiency)

French (professional working proficiency)

Adequacy for the Assignment:

Detailed Tasks Assigned on Consultant's Team of Experts:	Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks
D-1: Analysis and planning (backlog)	All specified assignments are relevant
D-2: System increments & Testing	All specified assignments are relevant
D-3: Documentation	Assignments: 1-6
D-4: Trainings	Assignments: 1-6; 8
D-5: Warranty	All specified assignments are relevant

Sergiu Robu

15.09. 2025

Name of authorized
Representative of the Consultant
(the same who signs the Proposal)

Signature

Date