

Curriculum Vitae

PERSONAL INFORMATION

Victor Morozan

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Sex: M | Date of birth: 27.05.1989 | Nationality: moldovan

WORK EXPERIENCE

January 2018 - Present

Business Development Manager

SPACECORE SRL, Chisinau, Republic of Moldova - www.spacecore.md

- Pursuing opportunities for new business directions and the relationship with partners.
- Communicating new products to partners and potential customers
- Directed product development efforts using industry specific tools to increase sales and overall company productivity.
- Located potential business deals by contacting leads;
- Discovering and exploring opportunities.
- Presented company's tools at international sector related forums and exhibitions, delivering presentation and public speeches.

Business or sector Department of Business Development – B2B

June 2018 – January 2020

Business Analyst

SPACECORE SRL, Chisinau, Republic of Moldova - www.spacecore.md

- Consulting with the executive team and the IT department on the newest technology and its implications in the industry;
- Gathering intelligence from corporate executive and middle managers about needs and future growth;
- Partnering with application directors and creators to ensure each project meets a specific need;
- Assuming responsibility for project tasks and ensuring they are completed in a timely fashion;
- Evaluating, testing, and recommending new opportunities for enhancing our software, hardware, and IT processes;
- Compiling and distributing reports on application development and deployment.

Business or sector Department of Business Technologies

August 2017 – June 2018

Product Manager

SPACECORE SRL, Chisinau, Republic of Moldova - www.spacecore.md

- Over 40 meetings / training seminars with distributors, engineering, architectural firms, and contractors to educate / gain market feedback resulting in increased specifications;
- Identify / implement cost-out initiatives to improve margin, gain market intelligence through extensive interaction with salesforce on the ground including market research, product training, and competitive analysis;
- Responsible for managing new product development from concept to launch, creating marketing strategies; - www.cocosigns.com

- Managed Inventory reduction, identified Excess and Obsolete Inventory, approved scrap items and inventory required for ongoing business and end-of-life support.

Business or sector Department of Business Technologies

June 2015 – August 2017

Senior Software Developer

SOFT-TEHNICA SRL, Chisinau, Republic of Moldova - www.soft-tehnica.com

- Web Applications “ICMS” for Ministry of Justice of Moldova using ASP.NET and MS SQL;
- Web Service for “Freya Hotel” that is integrated with the “Cubilis Channel Manager” and “RateWizz Channel Manager”;
- Web Service for “ICMS” for Ministry of Justice of Moldova that is integrated with “eDosar” that is used for filing a summons.

Business or sector Department of Information Technologies

September 2013 – June 2015

Software Developer

MOLDTELECOM SA, Chisinau, Republic of Moldova - www.bts.md

- Developing Web Applications and Desktop for database processing using RDBMS SQL Server and Oracle;
- Effective management of database management systems, ways of data representation, SQL requests.
- Support and management information systems of equipment, existing equipment and solving petitions came from services subdivisions SA “MOLDTELECOM”;

Business or sector Department of Information Technologies

June 2013 – September 2013

Sales Manager

SCOP DISTRIBUTION, Chisinau, Republic of Moldova - www.scop.md

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Business or sector Department of Sales

November 2010 – June 2013

Administrator Scanning Center

BTS SRL, Chisinau, Republic of Moldova - www.bts.md

- Monitoring and management processing scan, management system audit;
- Monitoring of existing equipment and problem – solving.

Business or sector Department of Scan Center

EDUCATION AND TRAINING

2005 – 2009

Developers Economist

College of Informatics from Chisinau

PRINCIPAL SUBJECTS /
OCCUPATIONAL SKILLS

- Cybernetics and Informatics
- Mathematics;
- Informatics;
- Physical;
- Scheduling applied;
- Accounting.

2009 – 2013

Licensed Engineer

Technical University of Moldova

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PRINCIPAL SUBJECTS / OCCUPATIONAL SKILLS

- Automatics and Informational Technologies
- Mathematics;
- Computer architecture;
- Programming in assembler language;
- Software systems engineering;
- Numerical calculation.

2013 – 2015

Master Engineer

Technical University of Moldova

- Information Technologies

PERSONAL SKILLS

Mother tongue(s) Romanian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B2	B2	B1	A2	A2
Russian	C1	C1	C1	C1	B2

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user
[Common European Framework of Reference for Languages](#)

Professional skills

- Good experience in the process of communication with customers;
- Communication effectively with technical and non-technical individuals;
- Excellent written and verbal communication skills;
- A demonstrated track record of leading a 'program' from conception through completion, demonstrating multi-functional skills to make it successful;
- Strong analytical and quantitative skills; ability to use hard data and metrics to back up assumptions and feature concept;
- Experience delivering highly visible and effective customer-facing programs and experiences;
- Professional experience in product management, financial analysis, and/or marketing with approximately 5+ years' experience;
- Experience in offline Retail or equivalent experience, preferably in defining and developing new categories / businesses.

Organisational / managerial skills

- Good team-leading skills obtained as leader of the project team (5 members);
- Responsibility, punctuality;
- As internship mentor was responsible for coaching interns, sharing experience and booking meetings;
- Positive organizational skills gained by using Agile Methodology;

Job-related skills

- The Basic trends and directions of development of new technologies and programming languages;
- The basic architecture of hardware and software, working with network protocols;
- The architecture of Windows operating systems;
- Effective management of database management systems, ways of representing the data, SQL requirements;
- Algorithms for processing dynamic data structures and methods of programming them.
- Developed and extended applications functionality based on customers necessity and business needed.
- Managed core Application Management operations like maintenance, versioning and upgrading applications throughout its life cycle, includes best practices, techniques and procedures:

Computer skills

Good command of programming languages:

- Experience with advanced database development – stored procedures, query optimisation, indexing techniques;
- Good understanding of client – server and service – based architectures;
- Proven code – testing skills;
- Object Oriented Programming and good knowledge of C#;
- Extensive experience with ASP.NET (Web Forms / MVC Framework/WCF);
- Good knowledge of HTML, XML, XSLT, JavaScript, CSS, AJAX, jQuery UI;
- SOLID Principles;
- Design Patterns;
- ASP .Net, .Net Rest API, Entity Framework, Dapper, HangFire;
- ASP .Net Core, .Net Core Rest API, EntityFramework Core;
- IdentityFramework, SSO integrations, JWT;
- JavaScript (jQuery, Ajax, JSON format);
- MS SQL Server, MySQL, Oracle and PostgreSQL;
- Unit Testing (Microsoft Unit Tests, NUnit);
- Code Version Control (Git, Team Foundation Server, SVN);
- Agile Methodology;
- Kanban;
- JIRA;
- Youtrack.

Good command of application:

- Microsoft Office™ Tools;
- Microsoft Visual Studio;
- Microsoft SQL Server;
- Jira;
- Source Tree;
- PostgreSQL;
- Oracle Developer Tools;
- Microsoft Azure Portal;
- SQL Server Business Intelligence Development Studio.

Other skills

- Design of relational database structures, DB processing development applications using Oracle RDBMS;
- Using modular programming languages and object-oriented C #, Visual Studio.NET for application development and network independent for different fields of application;
- Development of web applications using HTML and Java Script specialized languages, test website, to publish Web site on the server, to promote the website through its registration in catalogs and search systems of Internet resources.

Driving licence

- B, C