



👤 38 years

♂ Male

📍 Chișinău

in

TOP Skills

- **Risk Management** · 11 years
- **Acquisition of Customers** · 11 years
- **Sales Strategy** · 11 years
- **Financial Planning** · 7 years
- **Operational Planning** · 7 years
- **Market Research** · 7 years

Preferences

- Full-time
- Part-time
- Flexible
- No schedule
- In shifts
- In-house
- Hybrid
- Mobile work
- Remote

Languages

- **Romanian** · Fluent
- **Russian** · Native
- **English** · Fluent

Driving licence

Contact details are available for a fee.

Details here:

<https://www.lucru.md/ro/preтури/cv>

IT Project Manager

About me

I am an IT Account Manager & Project Manager with over a decade of experience in client management, sales, and business operations, including 3+ years in web development and digital product delivery. My career bridges sales strategy, project management, and account growth, allowing me to act as a trusted partner for clients while driving measurable business results.

At EazyCode - Bubble.io agency, I combine sales leadership with project management to ensure both client satisfaction and successful delivery. I have managed more than 40 international IT projects, ranging from SaaS platforms and CRMs to marketplaces and custom applications. My ability to align business needs with technical solutions has helped increase company sales by 30-50% annually while also expanding the team by 40%.

I bring particular expertise in:

Account Management & Sales: Building long-term client relationships, handling pre-sale negotiations, and ensuring continuous collaboration.

Project Documentation & Delivery: Creating detailed scopes, user stories, estimates, and technical specifications, while coordinating Agile/Scrum workflows.

AI Integration: Testing and implementing AI-driven methods for documentation, workflow automation, and sales enablement.

Digital Platforms: Hands-on experience with Bubble.io, Stripe, Twilio, SendGrid, Trello, Notion, Asana.

One of my strengths is navigating multiple roles simultaneously—often acting as both Project Manager and Sales Executive. This dual approach not only improves delivery but also builds loyalty: many clients have returned with new startup ideas or continued long-term collaboration to evolve their products.

My professional journey also includes senior leadership in traditional industries, where I managed operations, sales, and finance for large teams. This background gives me a unique mix of strategic vision and operational discipline, which I now apply in IT.

Fluent in English, Russian, and Romanian, I thrive in international environments and enjoy working with clients and teams across cultures.

I am passionate about leveraging technology, no-code tools, and AI to help businesses scale faster, smarter, and more efficiently.

Work experience

Sales Manager · EazyCode.com · Chişinău

July 2022 - Present · 3 years 7 months

- **Client Acquisition:** Searching for potential clients who need web development services. Managed full-cycle engagement with international clients from pre-sale to post-launch, combining roles of Project Manager and Sales Executive.
- **Negotiation and Client Consulting:** Conducting negotiations with prospective clients, discussing their requirements and proposals, agreeing on cooperation terms. Providing consultations on the company's services, explaining the capabilities and benefits of the offered web solutions.
- **Contract Signing:** Preparing and signing contracts with clients, ensuring the legal accuracy of the documents.
- **Handling Objections:** Addressing client concerns and objections related to the company's offerings, helping them choose the most suitable solutions.
- **Market and Competitor Analysis:** Continuously monitoring the web development market, analyzing competitors and trends to offer clients the most relevant and competitive solutions.

Skills: Risk Management, Negotiation of Contracts, Acquisition of Customers, Sales Strategy, Sales

IT Project Manager · EazyCode.com · Chişinău

July 2022 - Present · 3 years 7 months

- **Project Planning:** Developing a project plan, including task definition, timelines, required resources, and budget for completing the web development.
- **Team Management:** Coordinating the work of developers, designers, testers, and other specialists, ensuring effective collaboration and task execution.
- **Timeline and Budget Control:** Monitoring project progress to stay within the set timelines and budget, promptly addressing any deviations or issues.
- **Client Communication:** Maintaining regular communication with the client to clarify requirements, provide project updates, discuss changes, and gather feedback.
- **Documentation Management:** Preparing and maintaining all necessary project documentation, including plans, reports, and specifications.
- **Conducted regular product demos (in English) and sprint retrospectives.**
- **Improved internal processes for project documentation:** functional specs, userstories, app structure, and cost estimates.
- **Oversaw delivery of over 40 international projects,** including startups, e-learning, e-medicine, CRMs, marketplaces.
- **Worked in Agile teams** including designers, developers, and QA specialists.

Tools & Technologies: Bubble.io, Asana, Slack, Trello, Notion, Figma, OpenAI.

Skills: Meetings Organization and Preparation, Risk Management,

Team Management, Project Scoping, Project Planning, Project Management

Branch Director in Balti city / Operations Manager · SRL Dasterum Nord · Bălți

January 2015 - July 2022 · 7 years 6 months

- Managed a company branch covering production, sales, logistics, warehousing, and accounting.
- Designed and implemented planning, reporting systems, and KPIs for a team of 10+.
- Introduced CRM logic for client interactions and lead tracking.
- Achieved over 400% profit growth through process optimization, partner network expansion, and opening new branches.

Skills: Risk Management, Financial Planning, Operational Planning, Market Research, Sales Strategy, Negotiation Skills, Acquisition of Customers

Inspector / Senior Inspector · Moldovan Railways / Center for Economic Crime and Corruption Prevention · Chișinău

January 2010 - January 2015 · 5 years 1 month

- Conducted audits, contract compliance reviews, and protected the financial interests of the organization.
- Analyzed business risks and developed preventive measures.

Skills: Fraud Prevention and Detection, Legal Documentation, Criminal Investigation

Desired industry

- IT, Tech

Education: Higher

USM.md

Graduated in: 2010

Faculty: Law

Speciality: Economic Law