

Andra Stanciu

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PROFILE

I believe in equal access to knowledge and technology and I believe innovation is about how we can make things better together! Whether in our professional career or in our companies, we look for improvement every day.

I enjoy translating natural language into software solutions.

I am an IT professional who speaks multiple foreign and many more programming languages and has experience creating successful software solutions in multicultural and diverse teams, during 10 years of working in this field on 3 continents.

EXPERIENCE

RO-AM Innovation Consortium, Chicago & New York - started August 2017

Founder & CEO

RO-AM Innovation Consortium creates a business ecosystem for individuals and companies and enables innovation through technology and knowledge transfer. An innovation lab, RO-AM works with startups and SMB from industries like manufacturing, civic tech, food & beverage, legal, event producing. We help startups build and launch their product and SMBs automatize their internal processes and scale. We focus on Tech Strategy, Software Development and Implementation, Marketing, and Education.

Startup Institute, New York & Boston 2017

Director of Technology

- Design & implement curriculum for the technical tracks of the 8 weeks bootcamp program
- Maintain current knowledge of technology landscape and developments
- Consolidate our technology platforms and create plans for each
- Track, analyze and monitor technology performance metrics
- Take the initiative in thought leadership, innovation and creativity
- Represent the technical agenda in staff meetings and when making hiring and partnering decisions
- Coordinate, oversee and mentor partner projects teams from ideation to delivery for partner companies by the students of the bootcamp
- Redesign and implement digital strategy for the bootcamp
- Coaching staff & instructors on the technical aspects of successful implementation of the bootcamp's program
- Work as liaison between partner companies staff and bootcamp staff and students

Alson Energy Trading, Romania – 2016 - 2017

Change Management Manager & CCO

- Define commercial policy and market development strategy based on processes assessment and change implementation
- Set up IT department to oversee tech infrastructure...

- Build software to increase efficiency of furniture manufacturing process by reorganizing the supply chain and improving process flow.
- Led implementation of new SmartBill solution to modernize operational processes and reduce costs

Nortal LLC, Oman - 2014-2015

Senior Software Specialist, Delivery Manager, Client Trainings Coordinator

- Managed all technical aspects of building a new open-source private cloud portal for international government client, including delivery of complete development cycle, troubleshooting and testing (Successfully launched Q1 2015)
- Conceptualized and implemented comprehensive bootcamp program to train end users and empower client team to build future updates and enhancements
- Coordinated with UX team to synchronize development and design tasks to deliver product within specified timelines

Nortal Romania, Bucharest — 2008-2014

Senior Software Engineer

- requirement analysis, design, development of eGovernment Budget Execution Suite (BES) and EMKIS solution.

Infoworld Romania, Cluj-Napoca — 2006-2008

Software Developer

- requirement analysis, design, and development of eHealth solution MED.

EDUCATION

Startup Institute, New York – Oct 2016- Dec 2016

Sales and Account Management Alumna

- Selected from a competitive applicant pool for this eight week immersive program. Startup Institute helps individuals to develop the skills, mindset, and network to be high-impact at a high-growth company.
- Sales & Account Management Coursework: The Sales cycle, Essential skills for selling, Planning and sales strategies, Inbound and outbound sales models, CRM's.

Bucharest Academy of Economic Studies, Bucharest, Romania

Master's Degree MSc in Databases - Business Support, 2010

Babes - Bolyai University, Cluj - Napoca, Romania - BSc in Computer Science, English

SKILLS

I am a very versatile IT specialist with front-end and backend development experience.

I am experienced in coordinating development team and UX team.

I am also fluent in performance testing and manual testing as QA activities.

Fluent in Atlassian stack tools (JIRA, Confluence).

Fluent in Agile development methodology and also Project Management tools.

Experienced in developing solutions using following technologies

- J2EE, Spring, Hibernate - backend
- HTML, CSS, Javascript, Ajax - frontend
- SQL and Oracle PLSql - db

- Apache Tomcat - application server
- Apache Maven - build management
- Liferay 6.2 GA - open source portal and collaboration platform
- Python, Ruby on Rails

Experienced in administrating revision control systems (Github) and using version control systems (CVS, SVN, HG).

Familiar with open source Cloud technologies like Openstack and Zabbix Monitoring

Fluent in English, Spanish and Romanian proficient in German.

Excellent verbal communication skills with focus on mentoring.