

# CIOCOIU ANDREI

<https://github.com/AndreiTotoro>

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## PROFESSIONAL EXPERIENCE

**NERDVANA ROMANIA** - <https://education.nerdvana.ro>,

Full-Stack Software Engineer

**Bucharest, Romania**

*October 2024–Present*

- **Increased Team Productivity by 45%:** Developed PHP and JavaScript applications to automatically manage hundreds of monthly appointments, enabling efficient scheduling and rescheduling of clients, debt management, and data trends tracking through comprehensive visualization.
- **Automated Client Notifications:** Created a CRON-enabled tool using PHP to notify clients via email and SMS about future appointments and reschedules, successfully sending over 400 notifications this month.

**DEV2** - <https://iacaiace.ro> & <https://unimatch.ro> (most notable projects)

Founder & Leader Software Engineer & Sales

**Bucharest, Romania**

*June 2024–Present*

- **Founded a B2B Software Development Agency:** Led the development of four large-scale projects in the last three months, overseeing client acquisition, pitch meetings, accounting, and branding.
- **Marketplace Application Development:** Independently developed a comprehensive marketplace application from scratch, implementing a self-hosted user authentication system with OAuth support, payment processing, advanced stock and inventory management, and a seven-page admin control panel.
- **Performance Optimization:** Integrated a custom image upload and optimization endpoint. Deployed the application on a self-hosted Alpine Linux VPS, utilizing NGINX as a load balancer to achieve sub-400 millisecond page load times.
- **Co-Founded Student Matching Project:** Co-founded a project aimed at helping university students meet compatible partners using an MBTI-like personality test. Implemented an advanced algorithm in Python to match students based on compatibility scores.

**dAppStation** - <https://dapstation.eu/our-portfolio/>

Full-Stack Blockchain Software Engineer

**Bucharest, Romania**

*Sept. 2022–Feb. 2024*

- **Developed Decentralized Projects:** Created 8+ full-stack decentralized projects on Ethereum and Solana, including three NFT marketplaces, fair random chance games, and cryptocurrency exchange platforms, resulting in a 56% increase in yearly revenue.
- **New NFT Protocol:** Designed and developed a unique tool allowing users to create new NFTs by combining existing ones through a custom image overlapping feature, enhancing user engagement and platform functionality.

## SKILLS

**Frontend:** Next.js/React, TypeScript/JavaScript, Tailwind CSS, ShadcnUI.

**Backend:** Next.js, Express, PHP APIs.

**Databases:** PostgreSQL, MySQL, MongoDB.

**DevOps:** Linux, Nginx, Docker, Cron/GitHub CD/CI Actions.

**Solana:** Smart Contracts on the Solana Blockchain with Rust and Anchor.

**Algorithms:** Python, C++, Rust.

**Auxiliary:** Leadership, Entrepreneurship, Public Speaking, Communication, Sales, Grit

## EDUCATION & AWARDS

**UNIVERSITY OF BUCHAREST**

- Pursued a Bachelor of Science in **Computer Science**,

- Achieved a perfect score of **10.00/10.00** in **Romania's National Baccalaureate Exam in Computer Science**

- Won **1<sup>st</sup>** place in the **Nasa Space-Apps Hackathon twice** at the **National Level** and qualified for the **International Level**.

- Won **3<sup>rd</sup>** place in the **Romanian National Olympiad of Debate and Critical Thinking**

**Bucharest, Romania**

*July 2024*