

PERSONAL INFORMATION



Coman, Paul-Tiberius

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Sex M | Date of birth 29/06/1994 | Nationality Romanian

JOB APPLIED FOR

WEBSITE DEVELOPER

WORK EXPERIENCE

MAY 2016 - Present

Chief Executive Officer (CEO)

The MKS Agency (SC. CRISTAL INVEST INTERNATIONAL SRL) – <https://marketing-strategic.com>

- Website development and programming complex cloud applications using PHP, JQUERY, VUE JS, Angular JS, CSS, HTML, JS, MySQL. Also worked with: CodeIgniter, Django, Jaspers Reports, PostgreSQL applications, Oracle SQL.
- I created our own PHP framework
- Online market research
- Financial & Cash Flow Analysis
- Project Management for in-house projects and for our clients
- Human Resources recruiting
- Managing B2B sales campaigns

Business or sector Digital Services

2017 – until 2021

President

Bucharest Athletics Association

- Volunteering for the athletic movement in Romania, Bucharest
- I organised hundreds of competitions for high performance athletes with hundreds of participants. Bucharest Athletics Association is the biggest local athletic association in country and is it directly affiliated to the Romanian Athletic Federation.
- We organised competitions with athletes from Bulgaria, Albania, Greece, Ungaria, Liban. On every competition I had to cooperate with 30-40 judges, aproximately 10 members of my board, many many coaches from about 200 sport clubs.
- Before being elected in the position I had experience as a referee for about 7 years for the Romanian Athletic Federation on national, european and international competitions.

Business or sector Sports

MAY 2016 - Present

Business System Analyst

MAART CONSILIERE AFACERY / maart.ro / bestmaart.ro / softwaredegestiune.ro

- Analyzing company needs regarding their activity in order to implement or integrate different kind of softwares: ERP, SFA, WHM, CRM, POS & Retail, Payroll, DMS
- Business Consultancy regarding using, implementing and GO LIVE support for production applications
- Maintaining business relationships with our partners (software suppliers)
- Project Management for software development, testing, bug fixing (ex. Software development for a custom ERP inside a clothing factory)
- Security audits, specially on web applications

Business or sector Business Software Solutions

2014 - Present

Project Manager, Founder, Digital Communications Manager

Sports Business Academy

- Maintaining sportsbusinessacademy.ro website
- Auditing the masterclass & e-learning platform after it was developed by another agency
- Creating first theoretical modules about Sports Marketing, Sports Business, Financials in Sports in Romania
- I wrote the first Merchandising Study on Romania Football Teams
- I wrote the most complex study about Romania's League I on Social Media

Business or sector Sports

2015 - 2016

Marketing Manager

Fotbal Club Venus Bucuresti

- Creating and online and physical presence for club's brand
- Researching the 100 years of football history
- I created a football event for kids in partnership with Decathlon

Business or sector Sports

EDUCATION AND TRAINING

2017-2019

Master in Business Marketing Communications

EQF NA

Bucharest Academy of Economic Studies / Academia de Studii Economice din București

- Marketing, economics, marketing research, macro and microeconomics

2016-2019

Bachelor Decree

EQF NA

Bucharest Academy of Economic Studies / Academia de Studii Economice din București

- Marketing, economics, marketing research, macro and microeconomics

PERSONAL SKILLS

Mother tongue(s)

Romanian / Română

Other language(s)

English

French / Italian

UNDERSTANDING		SPEAKING		WRITING
Listening	Reading	Spoken interaction	Spoken production	
B2	B2	B2	B2	B2
A1	A1	A1	A1	A1

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

Communication skills

- good negotiation skills for setting a software solution's price
- detailed problem specification

Organisational / managerial skills

- Documenting workflows and procedures

Job-related skills

- Physical resistance on difficult tasks maintained for many hours

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proefficient user	Proefficient user	Proefficient user	Proefficient user	Proefficient user

Levels: Basic user - Independent user - Proficient user

Certificates NA

- office suite (word processor, spread sheet, presentation software) MS Office, Libre Office, Open Office, Google Sheets
- independent user for image manipulation softwares like: Photoshop, Illustrator, Inkscape
- Business Intelligence Reporting: Power BI, Qlik Sense, Google Data Studio, Jasper reports
- PHP Programming – Expert
- Full stack developing: PHP + HTML + CSS + JS (Including JQUERY, VUE, Angular) + MySQL
- Previous experience with: Postre SQL, PL SQL, Oracle SQL
- Previous experience with data automation
- Web platforms: Wordpress, Open Cart, Presta Shop, my own framework
- Previous experience with Visual C# .NET (I created a invoicing software)
- Experience in RestAPI Applications and developing integrations between systems like: ERPs, Mailchimp, Sendy, Google Sheets, Couriers (DHL, FedEx, USPS, VipParcel), Payment Processors (PayPal, Mobilpay, Stripe, Euplatesc.ro), Cryptocurrency (Kraken), CINT. I created a restfull application server for a transportations company wich got connections from many marketplaces

Other skills

Marketing & business vision combined with practical programming

ADDITIONAL INFORMATION

Publications
Presentations
Projects
Conferences
Seminars
Honours and awards
Memberships
References
Citations
Courses
Certifications

- First Football Merchandising Study on Romanian Liga I vs European leagues, 2014.
- Most Complex Social Media Study on Romanian Liga I Football Teams
- Sports Marketing Basics, Sports Business Academy
- Sports Management Basics, Sports Business Academy
- Sponsorship, Sports Business Academy
- Sports Financial Management, Sports Business Academy
- Currently working on a guide on best practices for websote developers (Book)
- Quoted in Sports Marketing Manual of Bucharest Academy of Economic Studies, Gristian Gheorghe & Mihaela Constantinescu.
- Founder: ASE Student Run since 2015
- Speaker Sports Business Academy about sports management and document workflows
- App developer: Wolunteer, Cloudy Sports Manager, a small ERP for a marketing research company in top 10 Romania.
- Worked on a qualitative and quantitative study on bottled waters, Romania
- I have organised a course with 40 participants for athletic referee accreditation.
- I have organised from about 5 years a series of Sports Management Courses.